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Volume 20
1939/1940

Milk Producers

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE D

Vol. XX

Philadelphia, Pa., May 1

No. 1

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Picture from Winterthur Farms

Beginning A New Season

New York Producers Rebuilding Their Market

PRODUCERS supplying the New York market have taken a drastic reduction in milk prices since the marketing agreement and order for New York City was invalidated by the United States District Court. There is no uniformity in prices paid at present, those dealers who are handling little or no surplus being able to pay fairly good prices in comparison, but it seems that in no instance are the producers getting as much as they would had the marketing order continued in effect.

Reports indicate that a lot of milk is being sent to New York in tank car or tank truck lots which has to go begging for an outlet oftentimes being moved at prices which were little if any better than could have been obtained for the same milk at cheese factories or evaporated milk plants back home.

The voluntary stabilization program which was attempted, but which failed because of the refusal of a small minority of the milk dealers to participate, would have kept most of these present "loose" supplies away from the city market which has no use for most of it, saving greatly in transportation costs and contributing generally to better producer prices.

Producers generally, in the New York milk shed, are looking forward to the decision by the United States Supreme Court on the validity of the New York City marketing order. If the order is sustained by the high court, it is expected that it will be re-instated in the New York market as rapidly as the necessary arrangements can be completed.

In the meantime New York producers are also working with the New York Legislature in order to correct the legal defects in the Rogers-Allen law which, in brief, is a bill providing for milk marketing agreements within New York state. The present bill is known as the Nunan-Allen bill. Strenuous efforts are being made in some quarters to defeat, or so to weaken this bill as to make it ineffective if finally enacted. It appears that this effect emanates from the same sources as did the opposition to the Rogers-Allen law and to the Federal-State milk marketing agreement.

The Buffalo, N. Y., market especially is anxiously awaiting passage of the Nunan-Allen bill. This market was operated under the Rogers-Allen law until certain features of it were declared invalid by a state court. The producers and distributors hand-

ling approximately 80 percent of Buffalo's milk supply are now carrying out the spirit of the invalidated marketing law on a voluntary basis. With the flush production season at hand they are fearful, however, that the minority which refuses to cooperate will disrupt the market and drive prices even below the present unsatisfactory level.

Dairy Federation Holds Meeting At Chicago

In view of the present acute dairy crisis, a special emergency joint meeting of directors and representatives of all member associations of the National Cooperative Milk Producers Federation was held in Chicago on April 13. It was called by

N. P. Hull, President, and Charles W. Holman, Secretary, of the Federation in order to devise plans to improve prices of all dairy products, to further programs of removing price-depressing dairy surpluses from markets, to secure congressional action on needed appropriation for this and other purposes and to secure amendments to the Federal Marketing Agreement Act.

Soon after the meeting opened a decision was reached officially to request the National Association of Food Chains, the Independent Food Distributors Council, the National Association of Chain Drug Stores, the Institute of Distribution and the Limited Price Variety Stores Association, Inc. to inaugurate a sales promotion of dairy products for the month of June. It is anticipated that considerable stimulus will be applied to the movement of dairy products into consumption during June. Dairy men are awaiting with interest the outcome of this meeting.

Four Stations Closing, Milk Keeps Moving

TWO receiving stations, through which a part of Philadelphia's milk supply has long been handled, will have been closed by the time this copy of the REVIEW reaches our readers, and within another four weeks two other stations will be closed.

The receiving station at Duncannon, Perry county, Pennsylvania, operated by the Supplee-Wills-Jones Milk Company, is closing on April 30. Arrangements have been made with the milk company to divert this supply to their milk plant at Chambersburg. All farms from which milk is now being sent to Duncannon are being re-inspected. After the change milk will be accepted from only those which meet requirements 100 percent. Truck routes have been developed for the convenient pick-up of this supply.

On the same day the Supplee-Wills-Jones receiving station at Ziegler, Montgomery county, will be closed and arrangements have been worked out to haul this milk direct to Philadelphia. This plant being located within forty miles will offer few difficulties and in most cases will not inconvenience the producer. Truck routes have been worked out which will be as convenient as possible to the producers, yet giving fast, efficient service.

The receiving station at Red Hill, Montgomery county, operated by the same company, will be closed on May 15 and the same general plans

are being followed there as with the producers shipping to the Zieglerville station.

The receiving station operated at Kempton, Lehigh county, by Abbotts Dairies, is being closed on May 31. Here also the milk will be hauled direct to the Philadelphia market. Original plans called for closing this plant on April 30 but a one-month extension was obtained in order to allow the producers more time in planning hauling routes, locating and erecting loading platforms, and obtaining the necessary additional equipment for properly cooling and handling this milk.

In each of these instances the volume of milk at the stations is relatively small. Where the milk can be hauled direct to the city the producers, as a rule, will obtain as good a price as when shipping to the receiving station.

Old Gentleman: "You're an honest boy, but it was a \$10 bill I dropped, not ten ones."

Youngster: "I know, mister, but the last time I found a \$10 bill the man didn't have any change."

"What's the trouble, lady?"

Mrs. Newdriver: "They say that I have a short circuit. Can you lengthen it while I wait, please?"

Barber: "Do you want anything on your face when I'm finished, sir?"

Customer: "Well, I'm hoping you'll leave my nose."

The Level Production Plan

AS you know, we are proposing a level production plan at the May 3 hearing. The original plan in this market, which worked for about 14 years, possibly was not perfect but when it went out you know and I know that the market began to drift into bad practices that simply must be stopped if we want to keep a decent milk market.

The plan we are proposing likewise is possibly not perfect, but it is an honest attempt to correct these bad practices in a manner which will operate fairly among producers. In it we have tried in the simplest manner possible to get the following things done:

1. To get producers paid for their milk in such fashion that those who so desire may confine their production to market needs while those who want to make more than this amount will be paid its full value.

2. To enable those producers who desire to increase their production from year to year to do so within reasonable limits.

3. To permit those producers preferring

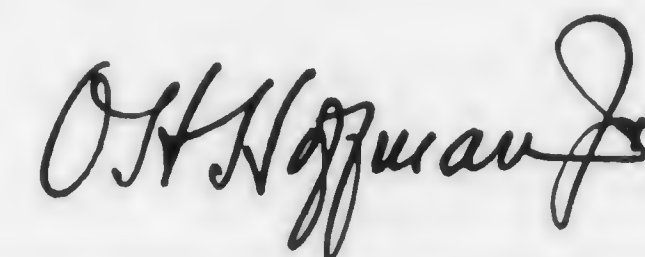
to hold their production within their pro-rata share of market needs to do so without excessive penalization.

4. To assure producers full payment for all their milk as actually used.

5. To permit adjustments to take care of bona fide misfortunes which are beyond the producer's control.

A level production plan must have simplicity, flexibility and fairness. None of the three dare be sacrificed for the other two. The classified purchase plan must not be interfered with; no producer dare have a preferential position; no dealer stand to profit because of the plan.

These are the things which we have tried to accomplish in the plan which we are proposing.



Give Cost Data At Hearing

MILK PRICES to farmers and to consumers was the principal item of interest at the public hearing called by the New Jersey Milk Control Board for areas 1 and 2—Trenton, South Jersey, and seashore markets—which was held at Trenton on Monday, April 17. A similar hearing for northern New Jersey and the northern seashore points was held on April 20.

The call of the hearing was for the purpose of considering not only producer and consumer prices but also the cash-and-carry store differential, a higher price for milk sold in single service (paper) containers, and a higher retail price for Grade B milk testing more than 3.8 percent butterfat.

Facts Presented

The Cooperative appeared at the hearing in the interests of its New Jersey members and for the purpose of placing factual information on the records for the consideration of the Board in determining its future action.

It was pointed out that the cost of production in New Jersey, according to Dairy Herd Improvement Association records, was \$2.49 per 100 pounds of milk testing 3.9 percent, but that these figures were based on high producing cows and that the cost of production for cows of about the average productive ability of those in New Jersey would be approximately \$2.71 per 100 pounds. It was pointed out that these cost

data allowed only 27 cents per hour for labor and no managerial charge whatever.

Data were presented showing that the purchasing power of farmers generally is below the pre-war base, with farm prices lower than the prices of things farmers must buy. Farm labor costs have risen sharply while, it was asserted, the relatively high industrial wages should be a help to consumers' purchasing power.

The Board was requested to do everything in its power to hold the New Jersey price in spite of the unhealthy condition in the New York market, it being pointed out that prices are being maintained in neighboring markets.

The Cooperative also requested that the Class II price be put on a formula basis, in order that the price of this milk would fluctuate as the butter and cream markets fluctuated, thereby preserving a healthy relationship between the two and avoiding much of the misalignment in the price of other than Class I milk which has been troublesome in New Jersey during the past several months. It was suggested that cream intended for ice cream use be included in Class II also.

Secondary Market Briefs

The South Jersey and Trenton Inter-State Milk Markets also presented briefs at this hearing, in which similar requests were made.

The milk dealers who testified at the hearing requested that the

Control Board reduce prices to producers by approximately 38 to 42 cents per 100 pounds of Class I milk. Accompanying this reduction would be a reduction of 1 cent per quart in the retail price of milk and 1/2 cent per quart in the wholesale price to stores. It was also proposed by representatives of the milk dealers that the same minimum retail price should be established for milk sold through stores and delivered from wagons. This proposal was objected to by dealers supplying primarily store trade and by representatives of retail grocery stores.

Dairy Wins Labor Suit

The Happyholme Dairy at Lodi, California won a libel suit from the International Brotherhood of Teamsters, the local teamsters' union, the San Joaquin Central Labor Council, the Stockton Labor Journal, and officers of the groups. This dairy was awarded \$20,500 libel damages in a suit in which they charge that an article in the Stockton Labor Journal had termed the dairy "unfair to organized labor" and had placed it on the "do not patronize lists", with the result that it had lost customers. This decision, if upheld by the higher courts, may establish a precedent which may have nation-wide repercussions.

Careful Cooling Always Pays.

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Court Hears Milk Case

The United States Supreme Court heard, during the week of April 24, evidence on cases involving the validity of milk marketing agreements for New York City and Boston. It will be recalled that on February 24 Judge Cooper of the United States District Court in New York declared the marketing agreement for New York City invalid in certain respects. The day previous to the handing down of that decision Judge Sweeney, in a United States District Court at Boston, upheld the constitution-

ality of the protested features of the Boston marketing order in a case involving a large number of milk dealers in that market.

In many respects these two decisions were contradictory and with the hearing of the two cases before the Supreme Court the constitutionality of milk marketing orders in general should be definitely determined.

It is forecast by many persons that the Supreme Court will uphold the marketing agreements and orders, in which events we can look forward to a much more stabilized fluid milk industry, both in markets which have such control and those which could obtain it.

Should the Supreme Court declare such marketing agreements unconstitutional, then we can look for more or less disruption of orderly marketing, with the entire burden of maintaining order and satisfactory prices falling upon producer cooperatives, with such aid from State milk control agencies as they can obtain.

J. G. Lipman

New Jersey and the nation lost a true scientist and great leader with the death on April 19 of Dr. Jacob Goodale Lipman, dean of the New Jersey College of Agriculture and Director of the State Agricultural Experiment Station. Dr. Lipman had been on leave of absence because of his health since early in March.

Born in Russia on November 18, 1874, he emigrated to the United States in 1888 and became a resident of New Jersey in 1891. Three years later he entered Rutgers University and established a reputation first as a student and later as a member of the faculty.

Primarily a soil scientist, he became head of the Soils Department of Rutgers University and in 1915 was appointed Dean of the Agricultural College. Dr. Lipman's interests were broad and comprehensive and under his leadership the Agricultural College and Experiment Station grew and expanded in all its branches.

He was a member of numerous national and international scientific organizations and delegate to many international scientific meetings. Dr. Lipman is survived by three sons, four brothers and three sisters.

Upon his passing, tributes poured into the College of Agriculture and to his family from leaders in scientific and public life from all parts of the country.

Special services were held at Rutgers, with Dr. Robert C. Clothier, president of Rutgers University, delivering the eulogy.

Small Stuff

A breed group in a nearby state, it is reported, protested that the proposed milk marketing law being considered did not give their members special recognition and the same group protested the operations of a marketing agreement which was for a time in effect in that market, largely for the same reason.

It is rather difficult to understand the reason for such an attitude. It is well known that the product which they have to offer is good—that it should stand on its own merits—and by so doing could command bonuses or special premiums accordingly. These folks, however, wanted to be set apart, to be given special privilege and in this competitive world they cannot be given special privilege, they have to earn it on the merits of their case. If they can convince the consumer that their product is worth a premium, they get it.

Viewing this situation from a distance, it seems that these people are not so much interested in getting a good price in a stabilized market as they are in *getting more than the other fellow*, regardless of how little that may be.

Again, we cannot understand the reasoning back of such an attitude.

Legislative Investigation

Following out a resolution passed by the Pennsylvania Legislature, a joint committee of the Senate and House opened its investigation of the milk industry on Monday, April 24. This resolution called upon the committee "to investigate and study all regulations, records, and activities of each state department (concerned with milk) severally and jointly, and to take the testimony of such witnesses as may be deemed necessary to ascertain full facts which will be useful and helpful in formulating future remedial and regulatory legislation." The resolution was introduced in the Senate by Senators Scarlett of Chester county, and Heyburn of Delaware county, Senator Heyburn being appointed chairman of the committee.

As we go to press only one session of the committee has been held and a large number of witnesses were heard. No official report will be available until after the investigation is completed.

To reach the bottom—let go. To reach the top—climb.

Bride: "Did I look nervous during the ceremony?"

Bridesmaid: "No, darling, not after Jack said 'I do'."

Milk Price Hearing May 3

A public hearing, called by the Pennsylvania Milk Control Commission, is being held at the Benjamin Franklin Hotel, Philadelphia, on May 3. In its announcement the Commission stated that at this hearing evidence will be received upon conditions affecting the production, marketing, and distribution of milk and milk products in the Philadelphia milk marketing area.

The special subjects on which evidence will be heard include the boundaries of the marketing area; the price structure and minimum prices to be paid producers for milk in the various classes; prices to be charged consumers and others; a discussion of the cash-and-carry store differential; and the consideration of a plan of uniform or level production. The Commission invited producers, consumers and dealers to appear before the Commission and to give testimony on the subjects specified.

Your Cooperative plans to present a brief at the hearing on producer prices, in which production costs will be presented together with other data affecting the economic picture of our dairy farmers.

A separate brief will be presented concerning the plan for level production and in this connection the fluctuation of production from season to season since such control was abandoned is being described in detail. The plan as developed is being presented, together with reasons for each of the provisions in the proposed plan.

Spring Silo Filling Plans

A few fundamental facts about molasses silage, or grass silage as it is frequently called, were outlined in the April issue of the REVIEW. From every indication there will be more silage of this type put up this year than ever before.

It is our suggestion that plans be worked on at once for ensiling grass, clover, alfalfa, or whatever crop will be put up under this method. Although very little extra equipment is needed and the method of handling is not much different than with corn silage, a few precautions are necessary.

The preservative, whether molasses or acid, must be obtained and it would be best to plan for this before the last minute, both as to source of supply and amounts.

The second important preliminary job is to line up the simple equipment necessary for adding the molasses or acid to the green material as it is cut and put in the silo.

It is well to go a step farther and study the best methods of handling the cut material from the mower to

the silo filler. A schedule of work must be made which will insure getting the material to the silo before it has had a chance to lose more than a minimum of moisture.

In this, as in any new venture, it is best to understand, then plan, and finally go ahead.

Character Builders

Is there a 4H dairy club in your community this year? If so, score your community as advancing along dairy lines. If there is no such club, now would be a good time to lay the ground-work for a strong 4H dairy club in 1940. Dairy club work puts our boys and girls on a speaking acquaintance with the business side of dairying. Participation in club activities will show them that there is something to dairying besides hard work.

Most dairy clubs start off as a calf club project and as the calf grows up it then develops into a cow and calf project with the club member studying the care and feeding of the cow, the proper handling of dairy products and the keeping of production records.

An additional activity of many 4H dairy clubs is the dairy demonstration in which teams of two club members show how certain dairy practices should be carried on. These demonstrations are practical and educational. In fact, members of the demonstration teams not only learn how to do the things the best way but, more important, they learn how to show and tell others how and why they do it that way.

Every phase of dairy club work is excellent training. First, in showing how to take care of the calf or the cow and, second, in showing how to keep records and the value of those records. The success of these features depends to a great extent upon the quality of the calf or cow. In the dairy demonstration, however, success depends entirely upon the boys or girls themselves, and is useful, never-forgotten training in self-advancement.



"Doggone, over-slept again! — Every-body's gone to pasture without me!"

Pennsylvania Legislation

Bills have been introduced in the Pennsylvania legislature covering three major points in the legislative program developed last fall by the State Council of Farm Organizations. One of these bills calls for an appropriation of \$1,500,000 to be used in the elimination of Bang's disease from dairy herds where the owners are desirous of cooperating. The Council has asked for \$2,000,000 and will endeavor to obtain an amendment providing for the larger amount.

A second bill would re-establish the practice of issuing milk tickets as a part of the relief allotment to relief families with children, thereby assuring these children of receiving an adequate amount of milk. The third bill would amend the Pennsylvania Public Utility Commission law so as to exempt or exclude from its supervision farmers hauling their own milk and farmers' cooperative organizations hauling milk of their members.

Every effort will be exerted by agricultural leaders to obtain favorable action on these bills during the remaining three or four weeks of the legislative session.

Producers generally will be interested in milk control legislation. Two bills have been introduced on this subject—one by Representative Habbyschaw of Dauphin county and one by Representative Snyder of Tioga county. There appears to be little demand at this time, however, to bring action on either bill.

Sentiment in the Philadelphia milk shed, at least, seems strongly against tampering with the present milk control act until such time as any alternatives, such as are being tried in other parts of the country, have been tested and found constitutional by the courts. This stand seems particularly appropriate in view of the fact that the Pennsylvania act, only a few months ago, received such approval at the hands of the United States Supreme Court, definitely establishing its right to fix prices and require bonds.

As a result, the feeling prevails among our people that to change the law now would appear to be in the nature of dangerous and unnecessary experimentation. Should the present milk control act be changed the essential points in the changes will be brought to the attention of REVIEW readers as promptly as possible.

Doctor: "Why do you have BF-7652 tattooed on your back?"

Patient: "That's not tattooed, doctor. That's where my wife ran into me with the car when I was opening the garage doors."

Prices Paid for 4.0% Milk f.o.b. Philadelphia

Weighted Averages, March, 1939

Abbotts Dairies	\$2.27
Baldwin Dairies	2.26
Breuninger	2.69
Wm. Engel Dairy	2.58
Gross Dairy	2.66
Hamilton Dairies	2.64
Hutt & Kempf	2.50
Missimer	2.51
Mosebach Dairies	2.00
Scott-Powell	2.33
Supplee-Wills-Jones	2.27
Sypherd Dairies	2.69

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% milk, March and April, Class I Grade B, \$2.96; Class I Grade A, the Grade B price plus butterfat and bacteria bonuses, or \$3.46.

Class II, March 1-3, \$2.00; March 4-31 and April, \$1.75.

Class III, March, \$1.17; April, \$1.12.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. If earned the amount of the bonus or premium should be added to quoted price.

These bonuses for "A" producers are either 40 cents or 25 cents, depending on bacteria count, and an extra 2 cents per point (0.1%) butterfat above 3.7 percent (in New Jersey above 3.5 percent) and are paid on as much total milk as is sold by the distributor as "A" milk. Both the bacteria and butterfat bonuses must be earned to be eligible for either. These bonuses average about 25 to 40 cents on all milk on which they are paid. Several manufacturers also pay bonuses, any producer supplying them being eligible. These bonuses are most frequently paid for special cooling, for meeting certain sanitary regulations, and for quantity production. Individual producers may earn up to 25 to 30 cents bonus per 100 pounds of milk.

†Class IA (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

‡March only.

Class III Prices—4.0% Milk

MARKET	MARCH	APRIL
Phila. (Penna. rec. sta.)	\$1.02	\$0.97
Md. & Del. Stations	1.05	1.01
Other Penna. Markets	1.02	0.97
Wilmington	1.05	1.01

Average price 92-score butter at New York:

March, 24.30¢ per pound
April, 23.11¢ per pound

The March average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Classification Percentages March, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to Producers
Abbotts Dairies	60.6		15	24.4	80% of Class I
Baldwin Dairies "A"	65		8	27	
" " "B"	61		12	27	
Blue Hen Farms	61		8.6	30.4	
Breuninger Dairies	83		11	6	
Clover Dairy Company	65.84		11.39	22.77	48% of Prod.
Eachus Dairy	82.46	10.53	7.01		
Engel Dairy	77		13	10	
Fraims Dairies	70.48		12.44	17.08	
Gross Dairies	81		19		
Hamilton Dairies	78.4		20.55	1.05	
Harbison Dairies	79		11	10	56% of Prod.
Harshbarger Dairy	64	10		26	
Hernig, Peter	52		48		
Hoffman Dairy	36	7	57		
Martin Century Farms	*79.4		*20.6		62.56% of Prod.
Meyers Dairies	72		28		
Missimer Dairies	72.97		14.99	12.04	
Mosebach Dairies	49.7		5.55	†44.75	
Mt. Union Sanitary	1-15 80	6		14	
" " 16-31 78	7		15		
Nelson Dairy	61		24	15	
Pebble Hill Farm	70		30		
Penn Cress Ice Cream Co.	44.5	2.9	52.6		
Royale Dairies 1-15	62	8	30		
" " 16-31 68	7	25			
Scott-Powell Dairies	63		20	17	79% of Prod.
Stegmeier, Clayton	49	3	48		
Supplee-Wills-Jones	59.28		23.06	17.66	80.97% of Class I
Waple Dairies	73.9	6.8		19.3	
Wawa Dairies	61		19	20	
Williamsburg Dairy 1-15	92	8			
" " 16-31 91		9			

NEW JERSEY

	Norm	Cream	Excess	"A" Bonus
Abbotts "A"	91.5	8.5	Balance	
" " "B"	88	12		
Castanea Dairy "A"	97	Balance	69	
" " "B"	83	Balance	69	
Scott-Powell "A"	83.1	16.9	Balance	60.5 of Norm
" " "B"	100			
Suburban Dairies "A"	91.5	8.5		
" " "B"	88	12		
Supplee-Wills-Jones	100			

*Martin Century paid March, Class I, 62.98% at \$2.79, and 16.42% at \$2.98; Class II, 16.34% at \$1.38, and 4.26% at \$1.42. (Prices are for 4% Grade "B" milk, f.o.b. Lansdale.)
†1.75% at surplus price of \$.82 per hundred pounds.

Feed Price Summary For April, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	April, 1939 (\$ per T.)	March, 1939 (\$ per T.)	April, 1938 (\$ per T.)	% Change Mar., 1939 compared with Apr., 1938
Wheat Bran	31.14	29.48	29.69	+5.63
Cottonseed Meal 41%	35.29	35.03	35.69	+ .74
Gluten Feed 23%	27.65	27.05	31.62	+2.22
Linseed Meal 34%	49.28	49.33	49.24	- .10
Corn Meal	28.79	28.51	31.18	+ .98
Mixed Dairy Rations: 16%	30.62	30.94	32.26	- 1.03
" " 24%	35.90	35.89	36.30	+ .03
" " 32%	38.68	38.41	38.75	+ .70
Brewer's Grains	25.99	26.71	28.66	- 2.70

Teacher (in geography lesson):
"Now can anybody tell me where we find mangoes?"

Knowing little boy: "Yes, miss, wherever woman goes."

Teacher: "And now, who can tell why we should always be neat and clean?"

Little Lizzie: "In case of accident, ma'am."

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

March Averages and March and April Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in March	Class I Price March and April	Class II Price March	Class II Price April
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.42	\$1.36
Abbotts Dairies, Inc.	Coudersport, Pa.	\$1.89	2.38	1.34	1.28
" " "	Curryville, Pa.	1.95	2.47	1.35	1.29
" " "	Easton, Md.	2.01	2.56	1.35	1.31
" " "	Goshen, Pa.	2.05	2.63	1.37	1.31
" " "	Kelton, Pa.	2.06	2.65	1.38	1.32
" " "	Kempton, Pa.	2.04	2.62	1.37	1.31
" " "	Oxford, Pa.	2.06	2.65	1.38	1.32
" " "	Port Allegany, Pa.	1.89	2.38	1.34	1.28
" " "	Spring Creek, Pa.	1.87	2.34	1.33	1.27
Blue Hen Farms	Wilmington, Del.	2.14	2.77	1.55	1.51
Breuninger Dairies	Richlandtown, Pa.	2.39	2.62	1.37	1.31
Centerville Producers' Co-op.	Centerville, Md.	1.70			
Clover Dairy Company	Wilmington, Del.	2.24	2.77	1.55	1.51
Delchester Farms	Edgemont, Pa.	2.26	2.98	1.42	1.36
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.42	1.36
Eachus Dairy	West Chester, Pa.	2.67	†2.85	1.27	1.21
Fraims Dairies	Wilmington, Del.	2.32	2.77	1.55	1.51
Harbison Dairies	Brandtsville, Pa.	2.32	2.62	1.37	1.31
" " "	Byers, Pa.	2.32	2.62	1.37	1.31
" " "	Carlisle, Pa.	2.32	2.62	1.37	1.31
" " "	Hurlock, Md.	2.28	2.56	1.35	1.31
" " "	Kimberton, Pa.	2.32	2.62	1.37	1.31
" " "	Massey, Md.	2.29	2.58	1.35	1.31
" " "	Millville, Pa.	2.23	2.50	1.36	1.30
" " "	Rushland, Pa.	2.32	2.62	1.37	1.31
" " "	Sudlersville, Md.	2.29	2.58	1.35	1.31
Harshbarger, J. E.	Altoona, Pa.	2.39	†2.96	1.27	1.21
Hernig, Peter	Boiling Springs, Pa.	2.00	2.58	1.37	1.31
Hershey Creamery	Greencastle, Pa.	1.30			
Hershey Chocolate	Shippensburg, Pa.	1.40-1.30			
Highland Dairy Co.	Doe Run, Pa.	2.30	†2.85	1.27	1.21
Hoffman's Dairy	Altoona, Pa.	1.96	†2.96	1.27	1.21
" " "	Huntingdon, Pa.	1.87	†2.85	1.27	1.21
" " "	Woodlyn, Pa.	2.60	2.98	1.42	1.36
Johnson, J. Ward	Altoona, Pa.		†2.96	1.27	1.21
Keith's Dairy	Lansdale, Pa.	2.53	2.98	1.42	1.36
Martin Century Farms	Chester, Pa.	2.60	2.98	1.42	1.36
Miller-Flounders	Mt. Union, Pa.	2.55-2.53	†2.85	1.27	1.21
Mount Union Sanitary Milk Co.	Jeffersonville, Pa.	2.31	2.98	1.42	1.36
Nelson Dairy	Doylestown, Pa.	2.51	2.98	1.42	1.36
Pebble Hill Dairy	Cresson, Pa.	2.05	†2.96	1.27	1.21
Penn Cress Ice Cream Co.	Clayton, Del.	2.09	2.60	1.35	1.31
Scott-Powell Dairies	New Holland, Pa.	2.13	2.66	1.38	1.32
" " "	Pottstown, Pa.	2.16	2.71	1.38	1.32
" " "	Snow Hill, Md.	1.99	2.44	1.35	1.31
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.06	(\$2.06 for all milk in March)		
Stegmeier, Clayton	Tamaqua, Pa.	2.08	†2.96	1.27	1.21
Supplee-Wills-Jones	Bedford, Pa.	1.95	2.47	1.35	1.29
" " "	Centerville, Pa.	1.87	2.34	1.33	1.27
" " "	Chambersburg, Pa.	2.00	2.55	1.36	1.30
" " "	Duncannon, Pa.	2.04	2.62	1.37	1.31
" " "	Hagerstown, Md.	1.96	2.49	1.35	1.31
" " "	Harrington, Del.	2.02	2.58	1.35	1.31
" " "	Huntingdon, Pa.	1.99	2.53	1.36	1.32
" " "	Leaman Place, Pa.	2.07	2.67	1.38	1.30
" " "	Lewistown, Pa.	2.00	2.55	1.36	1.30
" " "	Mercersburg, Pa.	2.00	2.55	1.36	1.30
" " "	Mt. Pleasant, Del.	2.02	2.58	1.35	1.31
" " "	Nassau, Del.	2.00	2.55	1.35	1.31
" " "	Princess Anne, Md.	1.95	†2.47	1.35	1.31
" " "	Red Hill, Pa.	2.07	2.67	1.38	1.32
" " "	Townsend, Del.	2.02	2.58	1.35	1.31
" " "	Waynesboro, Pa.	2.00	2.55	1.36	1.30
" " "	Worton, Md.	2.02	2.58	1.35	1.31
" " "	Zieglerville, Pa.	2.07	2.67	1.38	1.32
Sylvan Seal (Del. only)	F. O. B. Farm	2.05			
Turner & Wescott	Glen Roy, Pa.	2.13	2.65	1.38	1.32
Waple Dairies	Tyrone, Pa.	2.45	†2.85	1.27	1.21
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.11	2.98	1.42	1.36
Ziegler Dairy Co.	Reading, Pa.		†2.85	1.27	1.21

"I too have an idea on community
(Please turn to page 15)

Pointers On Cooling

EVERY spring, mornings after the first hot nights, there is an unnecessary number of "rejects" from practically every milk plant. Frequently these rejects are caused by delaying the start of cooling, taking a chance in hopes of saving a little ice, or electricity—a gamble however we look at it.

It is generally understood that regulations require that "B" milk be delivered to the milk plant or receiving station at a temperature of 60° F. or less, while the temperature of "A" milk must be 50° F. or less. An exception is that the morning's milk need not be cooled if delivered and unloaded before 9:00 a.m.

The object of cooling milk is to slow down, or stop entirely, the growth of bacteria, thus preserving its quality. Cooling is not a substitute for but an aid to careful handling, and when good milk is put in the cooler in good condition it will come out the same way.

Promptness is Important

From a practical standpoint it makes little difference how the milk is cooled, just so it is cooled promptly and effectively. A cooling tank in which ice is used will do the job and for "B" milk really cold spring water will bring the milk down to a safe temperature—if the water is really cold. Such water is seldom available. Mechanical refrigeration is, of course, highly effective and when the equipment is properly handled, rejected milk can seldom be traced to faulty cooling.

If there is any doubt about whether the milk must be cooled—cool it. The loss from a single can of milk rejected because of improper cooling would pay for the cooling of all the milk for ten days to two weeks or longer shipped from an average sized herd.

Use of a good dairy thermometer is cheap insurance against rejects. Use it to determine whether the milk is cool enough to reach the plant at a safe temperature and to determine whether the water in the tank is cold enough to cool the milk.

Guessing Won't Do

Beware dependance on water that just "feels" cold. Remember that it might be cool to the touch after a hot day but still be too warm to cool milk. A tankful of water at 58 degrees will not safely cool a single canful of milk. Cooling is accomplished through an exchange of heat, the water absorbing heat from the milk and as the two approach the same temperature the rate of cooling becomes much slower.

Whether ice or mechanical refrigeration is used the can must be immersed in water up to its neck, or if the can is not full, up at least to the level of the milk in the can. Unless this is done the milk in the bottom of the can may be cooled satisfactorily but that which is above water level may be dangerously warm. The only exception is where positive mechanical means is provided to circulate or spray the cold water over the full height of the can. In any instance, cooling is much more rapid where the water in the tank is circulated until the milk temperature has been reduced nearly to the water temperature.

If Buying a Cooler

We advise Cooperative members who are contemplating buying milk cooling equipment to check up carefully on a few fundamental points. (1) Get a cooler of a size large enough to hold the largest volume of milk that will be cooled—but not oversize as unused space will increase the cost of operation. (2) See that the cooler is well built and durable. (3) If getting a mechanical cooler be sure that the motor and compressor have the capacity to provide enough refrigeration. A circulating device is usually worth the extra cost. (4) If an ice cabinet is being purchased, get one that can be converted into an electric cooler by the installation of coils.

Farmers Bulletin 1818, "Mechanical Milk Cooling on Farms", just published by the United States Department of Agriculture, gives a complete and comprehensive discussion of milk cooling and milk coolers. It should be in the library of every member of the Cooperative.

"Grade A" Sound Picture Released Last Month

The new sound picture, "Making the Grade", was shown at a special previewing at the Hotel Astor, New York City, on April 11. This is the new motion picture issued by the Grade A Milk Association.

Attending the previewing were 240 people, including leading representatives of milk producers and milk distributors of New York and Philadelphia. There were also present more than 100 leading club women of New York City and many representatives of the press.

The moving picture was remarkable not only because of the excellent manner in which it presented the story of Grade A milk production and marketing, but because the picture represented a new departure

in the technique of such production. In place of the customary narrator, the greater part of the picture consisted of sequences in which dialogue by persons who took part in the action not only described processes of production and handling of Grade A milk, but for the first time explained the reasons why these things are done.

This picture presented the most powerful arguments in favor of upholding sanitary standards and the importance of sanitation previous to pasteurization for milk which is to be used for the feeding of infants and children.

After the showing of the picture, the spectators were entertained in one of the large ballrooms of the Hotel Astor at an afternoon tea where refreshments were served and where there was a lively discussion of the merits of the picture and of the place which Grade A milk occupies not only in the industry, but in the city markets.

In the opinion of all, this new moving picture has much educational value, and the Association is now engaged in making plans for its distribution by showings before clubs, societies, schools, colleges, and other groups of persons who are interested in the facts about sanitation as developed by the Grade A milk industry which supplies this milk to the New York metropolitan district and to Philadelphia.

New Jersey Prices Reduced

Following the public hearings at Trenton on April 17 and 20, the New Jersey Milk Control Board issued new orders effective May 1. The Board reduced Class I prices to South Jersey producers from \$2.76 to \$2.62 per hundred pounds of 3.5 percent milk. As there was no change in consumer prices this reduction means a lower price to producers and a wider spread for distributors. The order puts producer prices in South Jersey down to the same level as in North Jersey.

At the same time the Board ordered a reduction in the Class II price, from \$1.55 to \$1.25 per hundred pounds. This reduction was accompanied by a reduction in consumer prices for bottled cream of 2 to 7 cents a quart, depending upon butterfat test. The Board announced that on the lower prices "The New Jersey dairymen will be able to offer their nearby produced products at a price that is more nearly in line with conditions that prevail in the wholesale market."

Lumber kept in piles in the farm yard, will keep better if a 2x4 is used to keep the pile off the ground.

Busy Days

In the absence of a level production plan, production at this season of the year naturally runs well ahead of the normal consumer demand. As a natural result many milk dealers, especially those without their own manufacturing outlets, are frequently faced with an acute surplus problem.

Protecting the markets of members in the face of this situation has meant a tremendous increase of work for the entire organization, office force and field staff alike. It has been the aim of the Cooperative to prevent any sizable accumulation of homeless milk, this activity going far in keeping the market in an orderly and healthy condition.

When faced with an abnormally large supply of milk, a dealer must either find additional outlets or reduce his receipts. If he decides on the latter he can do so by (1) asking each producer, in turn, to keep all his milk at home; (2) turning off some producers entirely; or (3) establishing daily quotas above which amounts no milk will be accepted. None of these has been satisfactory, especially to producers affected.

In many other cases members have received notice from their dealer to discontinue shipping. Except in a very few instances, the Cooperative found a new market for these members without delay—or arrangements were made to save their former market for them. In a few instances the milk had to be sent temporarily to manufacturing outlets with the Cooperative paying those members a reasonable price while thus diverting their milk.

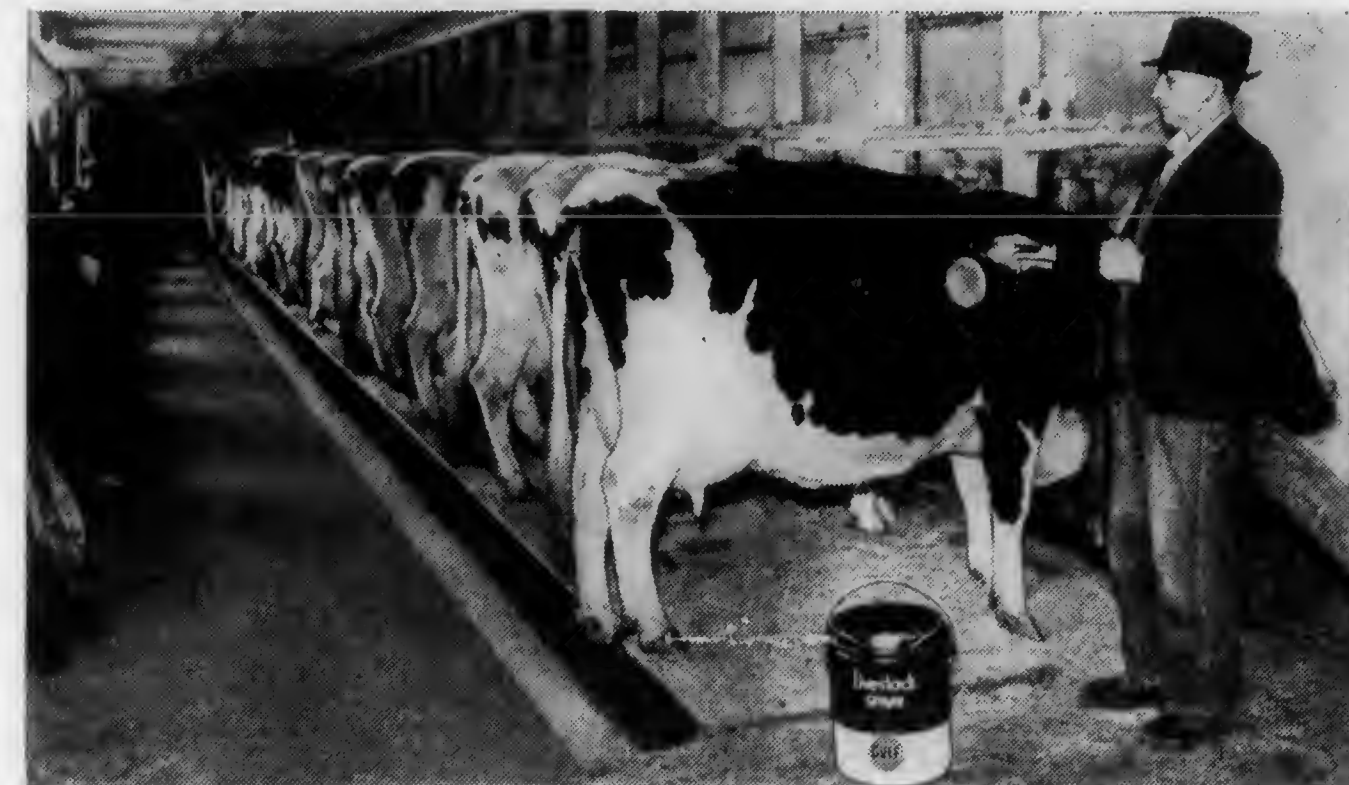
During the past several months your Cooperative has been taking care of many of its members when faced by such emergencies. Surplus supplies of this type have been diverted to various manufacturing outlets, each separate supply being disposed of to the best advantage that could be worked out at the time.

This milk is being taken care of in an orderly manner. It is going into manufactured dairy products—out of competition with our regular fluid supply. There is no chance of its being shipped to the city, going begging for a buyer, and finally being sold for little more than a song and dance to some price cutting dealer.

All this has meant new activities, more work and effort by the hired hands of your Cooperative. But it's worth it—and more.

She: "You've broken my heart."
He: "I'm glad of that. I was afraid it was a rib."

Progressive Vermont dairyman builds milk output with GULF LIVESTOCK SPRAY



Orin A. Thomas, a wide-awake dairyman up near Rutland, has a fine herd of 114 Holsteins. Mr. Thomas writes: "My cows give 9% more milk since I started to use Gulf Livestock Spray. Cattle that aren't pestered by flies at milking time or any time produce better milk and more of it. Your spray keeps the flies away. It pays for itself in more milk."

Gulf Livestock Spray kills bloodsucking flies, lice, ticks—repels stable and horn flies.



"HANDY ANDY" is on exhibit at the New York World's Fair. He is one of the 76 head of Brown Swiss owned by Suydam Farms in New Jersey.

Mr. Suydam writes: "We use Gulf Livestock Spray because one spraying remains effective all day." Many smart dairymen use Gulf Livestock Spray for this reason.



NO TAIN! "I imagine many dairymen are against stock sprays because they taint milk. I'd like to tell them that there's one stock spray that doesn't—and that its name is Gulf Livestock Spray." (signed E. H. Stallings, Shady Oak Dairy, N. C.)

SO MILD!
Gulf Livestock Spray cannot blister an animal's hide nor harm its hair. In fact, it is so mild you can even gargle it without irritation! It gives the animal's coat a healthy, handsome bloom.

SATISFACTION GUARANTEED OR YOUR MONEY BACK

FREE! Farm and Ranch Bulletin, Second Edition, of the Gulf Research and Development Co.: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs, and Poultry." Write Gulf Oil Corp., Gulf Refining Co., Petroleum Specialties Div., Pittsburgh, Pa.

NEW ECONOMY SIZE
2-gallon **\$1.99**
can, only
Also in 5 and 1 gallon sizes and in drums



GULF LIVESTOCK SPRAY

When writing to these advertisers please mention that you saw their advertisement in the Milk Producers' Review



A small package of charm and beauty and one of our best milk customers. (Not a contest picture.)

New Cow Joins Herd At Philadelphia Zoo

BILLBOARDS and trolley cards have reminded Philadelphians that "May Day at the Zoo" is being celebrated on May 7th, when Frank Buck and other distinguished guests will be on hand. Among the preparations for this event, which last year attracted over 100,000 persons, was the arrival of a new cow to complete the little herd of four which have been housed at the Philadelphia Zoo for almost three years.

REVIEW readers will remember that the erection of a small barn and the establishment of a four-cow dairy herd in the Zoo was a project of the Philadelphia Inter-State Dairy Council. It was at that time estimated that as many as forty percent of the school children in the city had never seen a cow in real life. But fortunately this situation has been corrected since the dairy barn and its bovine inhabitants took up residence in the Zoo, incidentally making Philadelphia the first Zoo in the country to have a permanent exhibit of cows.

The dairy barn and herd has proven one of the most popular exhibits. "Barney", who has acted as herdsman—and between times, caretaker of the rabbits in the adjoining pen—has probably answered enough questions about cows and milk from both adults and children that he could certainly write a book on the subject if he were so inclined. "How much milk does a cow give?" ... "How old are the cows?" ... and to those who want to know, "What do cows eat?" "Barney" can point to the actual feeds which are arranged so as to be seen by the visitors. Even the milking hours have been adjusted to permit the

afternoon crowds to filter through the little barn during the process.

"And what becomes of the milk from the cows in the Zoo?" Not a drop of it goes begging. There is a standing order from across the way in the monkey house for all the milk produced. Healthy monkeys are almost as dependent on milk as children. Before the arrival of the cows in the Zoo it had been necessary to purchase certified milk for them.

To complete the barnyard scene, it is appropriate that the Zoo now has a calf in the "Baby Pet" department which is made up of animals which children can actually play with and fondle.

The barn is kept neat and clean and the cows are all from accredited herds, tested for tuberculosis and Bang's disease. The Dairy Council has taken painstaking measures, both in the original planning and in the supervision of the dairy exhibit, to illustrate the care which surrounds the production of Philadelphia's milk supply and the resulting high quality of the product available to city families.

"There's a boy named John Simpson working here. I'm his grandfather. May I see him?"

"I'm sorry but you just missed him. He's going to your funeral, sir."

Wayfarer: "Good night! Your car is certainly all smashed up, and you yourself look a fright. Did you have an accident?"

Motorist: "Naw! I just got out of the way to let that bridge get past, and then this tree walked over and hit me, and after that the river jumped up and grabbed me."

June Will Be "Dairy Month"

A CAMPAIGN to promote increased consumption of milk and dairy products, which is expected to be one of the most extensive drives ever carried on by the industry, will center on a June DAIRY MONTH to spotlight milk, butter, cheese and ice cream.

This promotional event, which will be appropriately celebrated in the Philadelphia Milk Shed, will be somewhat similar in operation to National Milk Month held a year ago except that emphasis will be placed this year on all dairy products. Dairy industry leaders agree that the nation-wide sales drive is sorely needed because of the serious condition of the dairy industry from the position of prevailing surplus storage stocks and increasing milk production.

DAIRY MONTH is sponsored by the following organizations: National Cooperative Milk Producers' Federation, National Dairy Council and local member units, Milk Industry Foundation, American Butter Institute, National Cheese Institute, International Association of Milk Dealers and International Association of Ice Cream Manufacturers.

Food, drug and variety stores, both chain and independent, restaurants, railroads, bus and airplane lines will join hands with the dairy industry in this nation-wide push to merchandise dairy products. All have signified their willingness to make this June a month of aggressive dairy products promotion.

A national committee representing the dairy groups sponsoring DAIRY MONTH is expediting plans. Widely known organizations aiding the dairy industry program include the Institute of Distribution, National Association of Chain Drug Stores, National Association of Food Chains, Independent Food Distributors' Council and National Association of Retail Druggists. All of these store groups have rendered valuable service before to the dairy industry and will put on even more aggressive programs during the June drive.

Nation-wide radio hook-ups are expected to feature the drive, colorful community showmanship, front page news, united point-of-sale displays and advertising tie-ins of all kinds will be used to make the nation conscious of the advantages of using more dairy products.

Mr.: "The bank has returned my cheque."

Mrs.: "Oh, isn't that wonderful? What shall we buy with it this time?"

Plan Presented For Level Production

REQUESTS THAT the Milk Control Commission provide a simple and effective plan for level production will be made of the Commission at its hearing in Philadelphia on May 3. As stated in the April issue of the REVIEW, a committee has been at work on this subject and the plan, as developed by this committee, will be proposed by the Cooperative.

The plan provides that a vote be taken of producers supplying any dealer upon the request of 5 percent of the producers supplying such dealer and if 65 percent of the producers who vote approve such a plan, it shall apply to all producers supplying the dealer.

The plan, as outlined, will require a production base for each producer, based on the average production of the 10 successive months of the preceding year, excepting May and June.

A quota will be determined from this figure which will be in line with the dealer's Class I sales so that the actual quota of each producer will be approximately the same as Class I. Actual payments for Class I milk will be based on a percentage of quota, this percentage usually being relatively close to 100 percent.

In case a part of the producers fail to produce their Class I share of the market, the value of their unproduced share of Class I will be added to the value of Class II milk, thereby increasing the Class II price accordingly.

Bases will be recalculated annually with some credit for even production in line with the needs of the market and some penalty for any successive production. Neither bases nor quotas will be frozen.

Other features provide that when a producer changes from dealer to dealer he will maintain the same production base and will get a new quota depending upon that dealer's Class I sales.

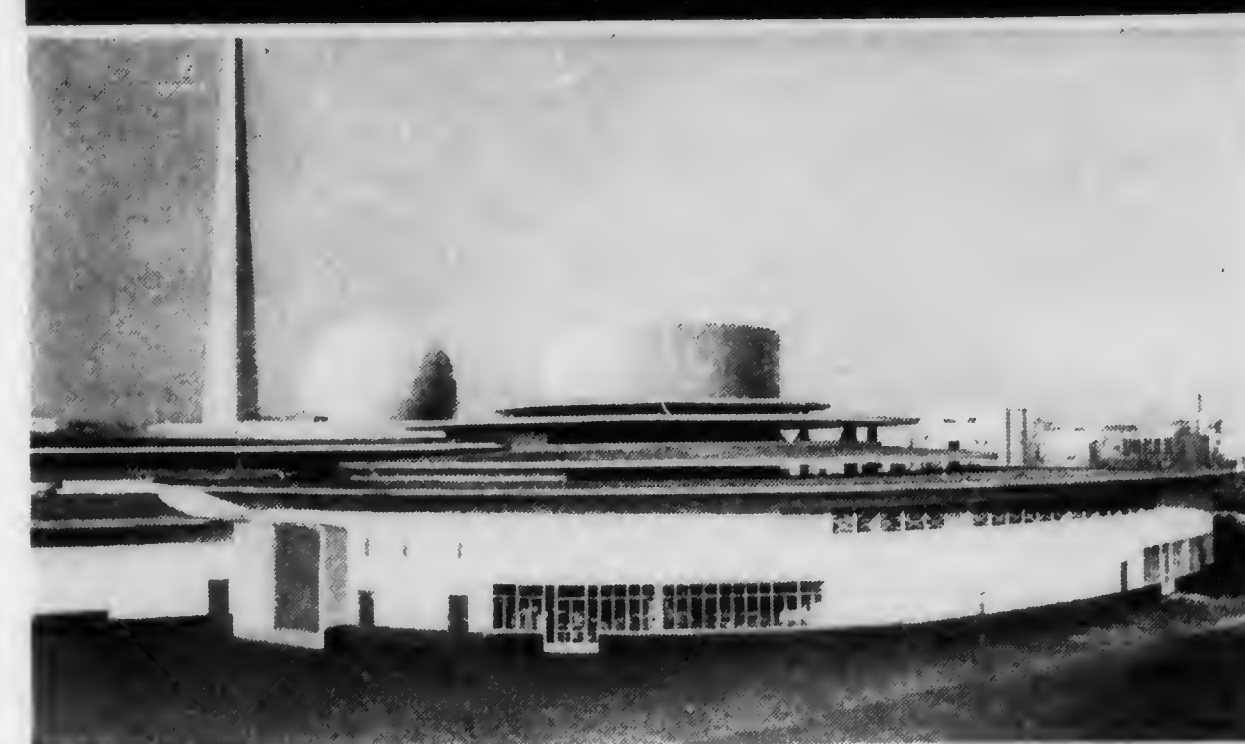
New producers will share in the market on a special basis until they have been shipping for 12 consecutive months at which time their regular quotas will be determined. It is also proposed that producers must maintain their shipments up to their respective shares of the Class I needs of the market during short production months or suffer a reduction in their quotas.

The proposed plan specifies how bases shall be handled when herds are sold or divided. It also provides that quota committees shall be set up for each milk dealer, consisting of 4 producers and the dealer or his

BEACON FEEDS

being used by the herd at the

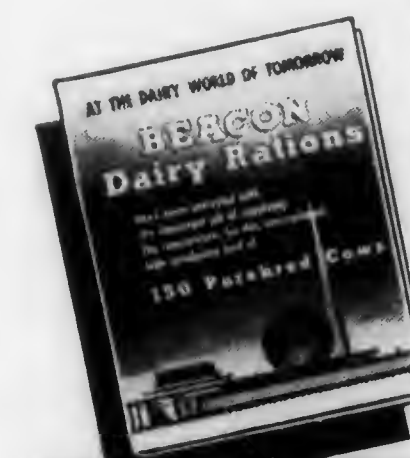
DAIRY WORLD of TOMORROW



VISIT THIS EXHIBIT!

See the herd of 150 purebred dairy cows milked on the famous Rotolactor at the Dairy World of Tomorrow, Borden's dairy industries exhibit at the New York World's Fair. This is the most modern dairy in the world and it will use the modern dairy feed—BEACON.

Beacon is proud that its regular dairy rations are being used to help maintain the production, health and appearance of this famous World's Fair Herd.



Write for FREE FOLDER

Write for Beacon's free illustrated World's Fair folder which tells about the Dairy World of Tomorrow. Just drop a card or a letter to

The BEACON MILLING CO., Inc.
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We also make feeds for chickens, turkeys, ducks, game birds, horses, swine, beef cattle, sheep, goats, rabbits and dogs.

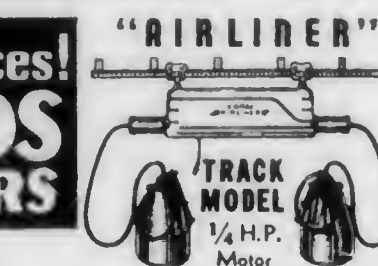
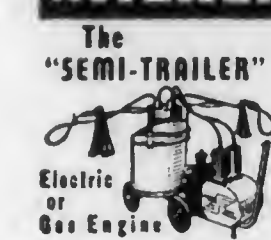
BEACON Dairy Rations

representative. These committees will be charged with the responsibility of making fair and equitable adjustments when conditions beyond the producer's control have adversely affected his production.

Meeting Calendar

May 15—Officers and delegates, District No. 10, Howard Hotel, Elkton, Md.
May 16—South Jersey Inter-State Milk Market Committee—Glassboro.
May 23—Altoona—Huntingdon Inter-State Milk Market Committee—County Agent's Office, Hollidaysburg, Pa.
May 25—Wilmington Inter-State Milk Market Committee—Newark, Del.
May 31—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

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FORDS MILKERS



New improved models, better than ever. Most economical. Milks faster, cleaner. Fewest parts. Cleans itself automatically. Thousands of satisfied users. Easy terms. WRITE MYERS-SHERMAN CO. 1312 E. 12th Street, St. Louis, Illinois

"Have you been through calculus?" inquired the college professor. "Not unless I passed through at night on my way here," replied the new student. "I'm from Kansas, you know."

Production and Consumption Up, Carryover Larger As New Season Gets Under Way

MAY 1 is generally considered as marking the start of a new dairy production season. Definite figures concerning the condition of the industry as of that date will not be available for several weeks but are not likely to be much different than the April 1 figures.

Milk production as of April 1, 1939, was reported by the Bureau of Agricultural Economics as being the highest for that date of any year on record. This record applies to total

milk production, production per cow, and production per unit of population and is attributed largely to abundant supplies of hay and grain. In our own milk shed the production in New Jersey was slightly less on that date than the two preceding years but a little above the 10-year 1928-37 average. Pennsylvania production was very slightly higher than either of the last two years and 2.9 percent higher than the 10-year average. Early estimates of pasture conditions show that they are not as good as a year ago but are slightly better than the 1928-37 average.

Production per farm, according to available figures covering a substantial part of the Philadelphia market reveals that the 5358 producers reported averaged 233 pounds of milk daily during March, an increase of 14 pounds, or 6.37%, over February, and 17 pounds, or 7.87%, over March, 1938. These figures also reveal that 1,250,000 pounds more milk was produced in March, 1939, than in March, 1938, by 233 fewer producers.

Cream prices are showing weakness, having dropped 25 to 75 cents per can from the first to the third week in April. During the week ending April 22, cream was quoted at \$11.50 per can, equivalent to \$1.39 per hundredweight of 4% milk, for supplies which are approved for Pennsylvania, Newark, N. J., and Lower Merion Township. Cream meeting Pennsylvania approval only was quoted at about \$9.50 per 40-quart can of 40 percent cream, equivalent to about \$1.15 per hundred pounds of 4% milk. It is quite probable that the coming of more seasonable weather late in April will stimulate the demand for cream.

Storage supplies of butter continue at record levels, with 78,806,000 pounds on hand on April 1, compared with 14,947,000 pounds one year earlier. The 1939 figure, however, includes 73,355,000 pounds held by DPMA and FSOC, with the small remainder in regular commercial channels. Government reports indicate that butter was continuing to move out of storage at a fairly steady rate throughout April, most of this doubtless being government held and destined for relief distribution.

Cheese storage stocks on April 1 were 81,644,000 pounds, as compared with 77,042,000 pounds a year earlier. Considering that there has

been a rather steady increase in cheese consumption, the cheese storage situation appears about normal.

Butter prices have shown some fluctuation during April, the extreme range being from 22 cents on April 6 to 8, up to 24 cents on April 21, for 92-score butter at New York. The April average price was 23.10 cents per pound, as compared with 27.74 cents one year earlier.

Production of butter in March, 1939, shows an 8 percent increase over a year earlier and a 15 percent increase over February. These increases were quite general in all the important butter producing areas except Oklahoma, Texas, Washington, and California, which showed decreases. There were also decreases in several of the minor producing states. Total production in March was 139,331,000 pounds.

Cheese production during the same period was 34,281,000 pounds, a 9 percent decrease from March of the preceding year. This difference was probably due to the governmental support given the butter market during the past several months, with the result that considerable milk was diverted from cheese to butter manufacture.

Evaporated milk supplies in manufacturers' hands on April 1 totaled 109,882,000 pounds, approximately 14,000,000 pounds, or 11 percent, less than a year earlier, but 43 percent greater than the five year (1933-37) average for April 1. It is also reported that the supplies in the hands of wholesale grocers was 9 percent less on that date than a year earlier. Production of evaporated milk during March was estimated at 181,094,000 pounds, which establishes a record for the month. This was 12,000,000 pounds, or 7 percent greater than in March, 1938.

The wholesale selling price of evaporated milk averaged \$2.68 per case of 48 tall cans in March, a drop of 1 cent from February and 31 cents from March, 1938. Prices paid by evaporators to producers were reported as \$1.11 for 3.5 percent milk during March, a drop of 7 cents from February and a drop of 25 cents from March, 1938.

Prices in other markets have shown a downward trend during recent weeks. The price at Wilkes-Barre and Scranton, Pa., was reduced 75 cents per hundredweight; at Milwaukee, Wisconsin, 61 cents; at Grand Rapids, Michigan, 45 to 50 cents; and at Buffalo, New York, an unannounced amount, with the

retail price being reduced 2 cents per quart in each of those markets. Reductions of 70 cents at Rochester, New York; 35 cents at Binghamton, New York, and at Canton, Ohio; 30 cents at Utica, New York; 26 cents at Cedar Rapids, Iowa; and 16 cents at Pueblo, Colorado, were all accompanied by decreases of 1 cent per quart in the retail price. Other markets at which producer prices were decreased include Shreveport, Louisiana, 20 cents; San Francisco, 18 cents; Lexington, Kentucky, 10 cents; and Seattle, Washington, 7 cents, with no change in retail prices. All these price reductions apply to Class I milk only. A Class I price increase of 10 cents per hundred was effective in the St. Louis, Missouri, market.

Feed prices for April show a slight upward trend over March, with bran 5.63 percent higher. Cottonseed meal, gluten feed, corn meal and the high protein mixed rations also showed increases. Brewers' grain, 16 percent mixed ration, and linseed meal showed small decreases. Compared with a year ago feed prices show a slight downward trend, bran and linseed meal being higher in price. A tabulation of feed prices in Inter-State territory appears on page 6.

Fluid milk sales during March, in 136 leading markets of the country, showed a slight increase as compared with March, 1938, according to the Milk Industry Foundation. This is the first increase reported in 17 months. Milk company payrolls and employment both showed slight decreases as compared with a year ago.

Put Pep In Farm Meetings

(Continued from page 9)

improvement," said Mrs. Brown. "The last speaker we had on co-operatives asked the question, 'What is the capital stock of a cooperative?' Of course everyone thought money was the answer. 'No,' said he, 'there is something far more important than money—something which money cannot buy. It is right attitudes, neighborliness, and mutual self-help leading to economic democracy. We know we rural women have little money but can't we foster and promote these attitudes without which co-op capital is of no avail?'"

"We will do it. The men can furnish the money and we will work on attitudes and smooth running, cheerful human relationships. Once we have these ideas functioning in our cooperative we will have done something for our community as well, for we all belong to the same organizations anyhow. Shall we not here and now resolve to begin at the next meeting?"



Presenting
**THE DAIRYMEN'S SANITATION
PROGRAM featuring
HTH-15**

Use
HTH-15
to
Sterilize
CALF PAILS,
MILK CANS,
UTENSILS,
MILKING
MACHINE PARTS,
SEPARATOR
UNITS, ETC.

KEEPS BACTERIA COUNTS DOWN AND AVOIDS REJECTS

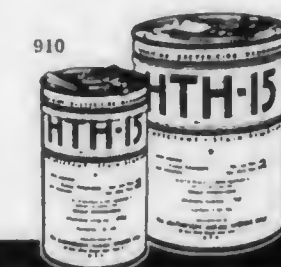
The HTH-15 Sanitation Program is the safe way to low count milk and to avoid rejects. Thousands of dairymen prefer HTH-15 for sterilizing utensils and other equipment because it kills bacteria quickly, is more economical and meets the most rigid sanitary requirements.

EASY TO USE—LOW IN COST

HTH-15 is a chlorine carrier in free-flowing powder form in a can. It is easier to use, costs less, is a dependable sterilizer and is harmless to dairy metals. Get HTH-15 at your dealer's or write for complete sanitation program and FREE 1/4 lb. sample.

**THE MATHIESON ALKALI
WORKS (INC.)**

60 East 42nd Street • New York, N. Y.



APRIL, 1939 BUTTER PRICES

Date	Philadelphia	New York	Chicago
1	23 1/2	23 1/4	22 1/2
2	23 1/2	23 1/4	22 1/2
3	23 1/2	23 1/4	22 1/2
4	23 1/2	23 1/4	22 1/2
5	23 1/2	22 1/4	21 1/2
6	22 1/2	22	21
7	22 1/2	22	21
8	22 1/2	22	21 1/4
9	22 1/2	22 1/2	21 1/2
10	23	23 1/2	22 1/2
11	24	23 1/2	22 1/2
12	24	23 1/2	22 1/2
13	23 1/4	23 1/2	22 1/2
14	24	23 1/2	22 1/2
15	23 1/4	23 1/2	22 1/2
16	23 1/4	23 1/2	22 1/2
17	23 1/4	23 1/2	22 1/2
18	23 1/4	23 1/2	22 1/2
19	24 1/4	23 1/2	22 1/4
20	24 1/2	24	22 1/4
21	24 1/4	24	22 1/2
22	24	23 1/2	22
23	23 1/2	23 1/4	21 1/2
24	23 1/2	22 1/4	21 1/4
25	23 1/2	22 1/4	21 1/4
26	23 1/4	22 1/4	21 1/4
27	23	22 1/4	21 1/4
28	23 1/4	23	21 1/4
29	23 1/2	23	21 1/4
Average	23.49	23.11	21.91
March '39	24.59	24.30	23.74
April '38	27.96	27.74	26.91

"We will."
"Oh dear," exclaimed Mrs. Green as she suddenly looked up, then held her sides in mirth. "Those men!"
Here came Mr. Green with his neighbor Brown. One was carrying an old dilapidated spinning wheel, the other was leading a stubby, shaggy Shetland pony.

"Such bargain hunters!" was as much as Mrs. Brown could utter.

As they drove off, one woman called to the other, "Let's not lose our nerve and determination at the next meeting." The other nodded assent.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

GUERNSEYS. Breeder will loan promising bull calves from proven strains to responsible dairymen who belong to cow-testing association and desire to improve herds. J. Howard Cliffe, Ivyland, Bucks Co., Pa.

Please mention the Milk Producers' Review when writing advertisers



ESCO "NI-AG-RA"

This new cooler gives you faster and better milk cooling because the patented Neck-High Water Leveler always keeps the cans in "up to their chins" . . . whether one can, half or full capacity is in place. This constant level is maintained automatically . . . no valves to turn . . . no dummy cans needed. No other milk cooler has all these exclusive features.

You get Lower Bacteria Count . . . Higher Quality Milk . . . and Better Profit—All at a surprisingly low operating cost. Be sure to see the ESCO "NI-AG-RA" before you buy your milk cooler. Send coupon or postcard TODAY for prices and full details.

ESCO CABINET COMPANY
739 E. Biddle St., West Chester, Pa.
Gentlemen: I am shipping cans of milk a day.
Send FREE descriptive booklet on the ESCO "NI-AG-RA".
Name
Address
P. O. State



Low Price—Low Operating Cost.
Try it at no risk. Write for special Trial Offer.

CALF-WAY MILKER CO., LaGrange, Ill.



PICTURE CONTEST

Open to:

Members of Inter-State and their families.

Prizes:

One dollar for each contest picture used on inside page.
Five dollars if picture is used on front page.

Requirements of picture:

Clear, sharp outlines; attractive background. Farm subject that will interest others on its merits.

Description of picture (brief)
Identification of sender

HOT WEATHER AHEAD...

Invest in a McCormick-Deering Milk Cooler



• ABOVE: Milk house at the Clark Crabill dairy farm, Springfield, Ohio, where a McCormick-Deering Milk Cooler is at work. Note the McCormick-Deering Milker on the top shelf of the rack outside the milk house.

• RIGHT (top): Mr. Crabill puts a can of milk in the cooler.
• RIGHT (bottom): Milking time in the Crabill barn.

MCCORMICK-DEERING Milk Coolers do a first-rate job the year around, but it is during the hot summer months that dairymen most appreciate their dependable, efficient performance.

Clark Crabill, Springfield, Ohio, is one of many progressive dairymen who find McCormick-Deering Milk Coolers indispensable in keeping down bacteria count. As he explains it, improperly cooled milk causes trouble due to souring, leads to bad flavors, and may possibly become contaminated with contagious disease germs. And that's mighty important today, with health regulations more rigid than ever.

The McCormick-Deering complies with the most exacting cooling standards. It cools its full rated can capacity below 50 degrees in an hour or less, twice every 24 hours.

INTERNATIONAL HARVESTER COMPANY
(INCORPORATED)
180 North Michigan Avenue Chicago, Illinois

MCCORMICK-DEERING

Cream Separators · Milkers · Milk Coolers

Holstein Breeders, Notice

Members of the Cooperative who are interested in the Holstein-Friesian breed are asked to take note of a change of offices of the Holstein-Friesian Association of America. The activities of this organization were formerly divided between Brattleboro, Vermont, and Madison,

Wisconsin. Effective May 1, all activities are being centered in the Brattleboro, Vermont, office and any mail should be directed to that address.

The cow is of bovine ilk.
One end is moo,
The other end milk.

Found on a Freshman's registration card:
Name of parents: "Mamma and Papa."

Postmaster: "What's that peculiar odor around here?"
New Clerk: "I guess it's the dead letters, sir."
—Yellow Jacket.

Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XX

Philadelphia, Pa., June 1939

No. 2

Library,
Dept. of Agr. Economics,
Cornell University,
Ithaca, N. Y.

Do This For Dairy Month

JUNE is DAIRY MONTH throughout the United States. As you know, during this period all branches of the industry are acquainting the public with the value of dairy products and seeing that more of them are used. As with every other movement of this sort personal work is what counts. If each member of the Inter-State will do the following personal work for DAIRY MONTH, the results in our markets will be immeasurable:

First, use at home each day during June, 50 percent more milk than you used daily in May.

Second, write letters to 10 of your friends who buy milk, telling them about June being DAIRY MONTH, and asking each of them to use during June, 50 percent more dairy products than was used during May.

Third, ask your local newspaper to feature DAIRY MONTH in each of its issues during June. If you want material for them to use we will be glad to furnish it.

Fourth, see to it that the Rotary Club, the Kiwanis Club, the Lion's Club and the other civic organizations of your community feature DAIRY MONTH in at least one of their meetings in June. If you don't belong to one of these clubs you may be sure that your feed dealer, your hardware store owner, and others with whom you regularly do business belong and they are the ones to see.

This the time of the year when we have our heaviest production. This is a year when all farm prices are low, and, as you know, talk of further reduction in the price of our milk is in the wind. *If your milk check is important to you, please do some personal work for DAIRY MONTH.*

We will greatly appreciate hearing from you individually as to what you have done along this line.

Inter-State's Stand On Prices

A CONCISE summary of the brief presented by your Cooperative at the hearing of the Pennsylvania Milk Control Commission in Philadelphia appears on page 3. This brief was placed on the record after representatives of the Philadelphia Milk Exchange had asked the retail price of milk be reduced by two cents a quart, with the general assumption on the part of those present that the producer Class I price would be set at a level which would take care of most of this reduction.

Each of the six points enumerated in your cooperative's brief is amplified in the six paragraphs which follow:

The Cost of Production

Records compiled by the Pennsylvania State College and based upon dairy herd improvement association statistics, show that with cows producing from 6,000 to 6,999 pounds of milk per cow per year, the cost of producing 100 pounds of milk was \$2.30, this milk testing 4.56 percent butterfat. Reduced to a 4 percent basis, the cost would be approximately \$2.08. In contrast, the average price received by producers shipping direct to Philadelphia during March, 1939, was \$2.035 f.o.b. the farm, while the average price of those selling through Pennsylvania receiving stations supplying Philadelphia was \$1.875 f.o.b. the farm, the market-wide average for 4 percent milk being approximately \$1.92.

Supporting the second point, records of the Inter-State show that during January, February and March, 1937, the average price of 4 percent milk, f.o.b. Philadelphia, was \$2.58 per 100 pounds. During the corresponding period of 1938 this average price was reduced to \$2.48, while for January, February and March of 1939 the average price had fallen to \$2.19 per 100 pounds, a drop of 11.69 percent from the 1938 price and 15.12 percent from the 1937 price for the corresponding periods.

Purchased Goods Higher

Elaborating on the third point, we find that the index of prices paid by farmers, as of April 15, stood at 120, assuming a pre-war price base of 100. The price index was 89 for all farm products and was 95 for dairy products. The relation of prices received by farmers to the prices paid was 74 to 100. In other words, the farmers, taking the country as a whole, must stretch 74

cents far enough to do the work done by \$1.00 during the 1910-1914 period.

The labor situation, as covered in the fourth point of the summary, also puts the farmer at a disadvantage, his labor index being 121 as compared with pre-war. In industrial areas, such as the Philadelphia milk shed, the farm labor index is even higher, thus adding to the farmer's cost of doing business. The industrial wage earner is receiving \$2.18 in wages for each dollar he received before the war.

The storage situation of dairy products, as stated in the fifth point of the summary, is about normal except in the case of butter. There was less dry skim milk in storage on April 1 than a year ago and less evaporated milk. As compared with the five-year average there was a slight increase. Of the large supply of butter in storage, which was 79,000,000 pounds on April 1, only about 6,000,000 pounds were in private hands.

Weather Had Its Effect

That much of the unusual situation experienced during the past year is traceable to the weather conditions is readily seen in a study of rainfall. The normal total rainfall for June, July, August and September, as recorded at the Weather Bureau office in Philadelphia, is 15.15 inches. In 1938, 28.03 inches of rain fell during those four months, which is 185 percent of normal. This had the effect of stimulating production and depressing consumption.

Special attention of all members of the Inter-State is directed to the conclusion of the brief presented at that hearing, as follows:

"In view of the data which we have presented to your Honorable Body, we must, in fairness to the

people whom we represent, go on record in opposition to any change in the present price structure which would result in a still lower return to our producers. A reasonable return to our people is as vital to them as is a reasonable return to our dealers. If our dealer is entitled to a fair return on his investment, and we believe he is, we, in all fairness, are likewise entitled to a fair return on ours. When the time comes for sacrifices to be made in the interest of market stability, sacrifices, in fairness, must be borne jointly.

Start With Producers

"As we have said at the beginning of this brief, your Commission is charged with basing 'all' prices upon all conditions affecting the milk industry in each marketing area, including the amount necessary to yield a reasonable return to the producer and to the milk dealer. We insist, on behalf of the people whom we represent, that this provision of the Act be equally applied to all parties affected by your determinations. We are definitely and vigorously opposed to the old-time method of first determining an ultimate price, subtracting therefrom the cost of processing and distribution, and returning the remainder, if any, to the men who produce the milk."

Members of the Inter-State who desire a complete copy of this brief may have one by writing to the Inter-State Milk Producers' Cooperative, 401 N. Broad Street, Philadelphia, Pa.

Mabel: "How is your husband getting on with golf?"

Alice: "Oh, very well indeed. The children are allowed to watch him now."



Hazel Etta Pimm, daughter of Mr. and Mrs. Stanley Pimm of Woodstown, N. J., enjoys farm work, especially feeding this flock of hens.

Our "Brief" Told In Brief

EIGHT full days were required for taking testimony at the recent Philadelphia hearing of the Pennsylvania Milk Control Commission. In addition, days and weeks were spent collecting and organizing data and information to be presented at the hearing—producers, dealers, consumers and the Commission all offering testimony.

The Inter-State Milk Producers' Cooperative presented its brief on producer prices the second day of the hearing, and also requested that a level production plan be instituted in this market at an early date, testimony on this subject being presented the last day of the hearing.

The brief on producer prices was summarized in six points as follows:

First of all, we have shown that when compared with even the extremely conservative figures of the Dairy Herd Improvement Association records, as compiled by the Pennsylvania State College, farmers in this area, at the present time, are receiving less than the cost of production.

Second: We have pointed out that the producers in this area, in the past two years, have already received a price reduction of 11.69 percent from the price of last year and 15.12 percent from the year 1937.

Third: This decrease which has already taken place has placed our farmers at a definite disadvantage as far as purchasing power is concerned.

Fourth: On the basis of data of the U.S.D.A., the relation of the index of prices received by farmers is as 89 is to 100, while the similar index for industrial labor, as quoted on March 15, is as 218 is to 100, each one compared with the pre-war period.

Fifth: That with the exception of butter, the inventory of dairy products in the United States, at the present time, is in no wise abnormal.

Sixth: The climatic experiences of last summer were so abnormal as to have no parallel within the history of the weather department. We want to observe here that this same abnormality was nation-wide.

Each of these points is discussed

more fully on page 2, where also appears in full the concluding paragraphs of the brief. The brief on level production is presented on page 8, a summary of the plan as proposed to the Commission appearing on page 9.

Exchange Committee Meets At Lancaster

The Eastern States Farmers' Exchange, with approximately 34,000 members in Pennsylvania, Maryland and Delaware, held its regular executive committee meeting in Lancaster county on May 25, thus giving all officials of our neighbor cooperative an opportunity to visit this section. The Exchange has a total of 88,000 members in nine states, most of them in New England.

Delegates and other members of the Inter-State who attended our annual meeting last fall will recall the address "As One Cooperative to Another," by Quentin Reynolds, who is general manager of the Eastern States Farmers' Exchange.

Pennsylvania Legislature Leaves Control, Inspection Laws Unchanged

THE PENNSYLVANIA Legislature completed its regular session on May 29, with several bills of interest to agriculture receiving final attention in the closing days and hours of the session.

One important bill which won legislative approval provides that a part of the funds given to families on relief, especially where there are children and invalids in such families be in the form of milk tickets, thus assuring these folks of more nearly adequate amounts of milk. In the early days of governmental relief a similar plan was in effect and upon changing to a straight cash relief system the drop in milk consumption among relief families was tremendous. It has been estimated that milk relief tickets will mean about \$2,000,000 a year increased income to Pennsylvania dairymen through moving the additional amounts of milk from lower classes into Class I. This bill still awaits the Governor's signature.

Trucking Law Eased

Another bill amends the Pennsylvania Public Utility Law so as to permit contract carriers by motor vehicle to contract with cooperative agricultural associations for hauling the commodities for members without permits from the Public Utility Commission.

Dairy interests had requested of the Legislature that \$2,000,000 be appropriated for the bang's and tuberculin testing programs. The Legislature reduced this amount to \$1,250,000 and passed the appropriation bill with that provision. It is not known at present exactly when the new funds will be available.

Inspection Changes Fail

One of the bills which failed of passage sought to amend the milk inspection law, known as Act 210. The bill, as debated in the Legislature, provided that a Dairy Advisory Council be established for the formulation of detailed sanitary regulations and requirements for dairy farms and milk plants. This Council would have consisted of the Secretary of Agriculture, or a deputy; the Secretary of Health; two milk producers; two milk distributors; and a representative from a municipal board of health within the state. Several other changes in the law were also proposed in this bill.

The legislature completed its session without approving any bills for amending the Milk Control Law. Numerous measures had been introduced and little was heard from any of them until shortly before the close of the session, when a bill known as HB 1202 was brought out

of Committee in the House and passed.

Control Change Unsatisfactory

This bill provided for extensive changes in the present act; relaxed bonding provisions and was patterned, in many respects, along the lines of the Roger-Allen Act of New York State, which, unhappily, was recently declared unconstitutional by a New York court. For these two reasons, the Inter-State, together with all the other producer groups in this area, were opposed to the bill in its original form.

When bill 1202 reached the Senate it was referred to the Senate Agricultural Committee and when amended and brought up for final action proposed to change the act in only two respects. The first of these provided a method whereby producers and distributors representing a majority of a milk market might come to an agreement, on which agreement the Control Commission would then be required to call a hearing. The second provision provided that orders prepared and issued by the Commission did not require the signature of the Governor in order to become effective, as is required in the present act.

In the closing hours of the session

(Please turn to page 15)

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative Incorporated

401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
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11. D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

1. Altoona—Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118M
2. Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
3. South Jersey—H. T. Borden, County Extension office, Woodbury, Box 334, Phone 800
4. Trenton—Frederick Shangle, 19 W. State St. Trenton, N. J., Phone 4083
5. Wilmington—Floyd R. Ealy, 103 W. 7th St. Wilmington, Del., Phone 2-7464

Study Milk Fever Causes

Milk fever has long been one of the risks taken by owners of high-producing dairy cows. Science has been studying this unusual ailment for years and even now is not sure as to the actual cause of the affliction, although reasonably successful cures have been developed if applied promptly and skillfully.

Scientists have recently started studying the causes of this disease from a new approach. It seems that a deficiency of Vitamin D may be the cause or a contributing factor in the occurrence of milk fever. Three

factors contribute to this possibility; one is that milk fever occurs most frequently in the winter and early spring months when the reserve of Vitamin D in the animal body is lowest. Second is the high concentration of Vitamin D in colostrum milk, which may seriously deplete the supply of this vitamin in the cow's system. The third is that milk fever, with rare exceptions, does not attack first-calf heifers, which would add weight to the argument that heavy production seriously drains the Vitamin D reserve of the cow while in milk.

If this new tact of the scientists, in their approach to this problem, brings results, it will mean much to owners of high-producing herds.

New Produce Terminal

Philadelphia took a pronounced step forward as a market for nearby fruit and vegetable products when it opened its new produce terminal early in May. This terminal is located at Delaware and Oregon Avenues and has a platform 500 feet long by 108 feet wide.

The new market facilities speed up handling of produce and eliminate the congestion both as to traffic and storage room which prevailed at the old Dock Street and Callowhill Street markets. It is predicted that the new facilities will greatly increase business of this type in Philadelphia.

Telling the Consumers

Few city people have a real conception of the work and problems of dairy farmers. Those who read the Philadelphia Record of May 13 had an opportunity to get a brief and concise mental picture of what dairymen face in their every-day activities.

In that issue more than half a page was given over to problems faced by the milk producers, as typified by Wm. Rhoads, West Chester, Pa., in operating his dairy farm. The article consisted, primarily, of eight pictures, each accompanied by a concise discussion of some phase of milk producers' work. Included were many of the operations of the farm, comments on income and expense, the hours put in by farmers, and some of the difficulties they face, as well as the outside interests which they enjoy.

We congratulate the Philadelphia Record on this excellent bit of journalism and we compliment Mr. and Mrs. Rhoads on their splendid help in making possible this story. We hope this work will bear fruit in developing, in the minds of consumers, a better and more complete realization of the problems faced by the man who milks the cows.

"Ed" Gauntt Goes to G.L.F.

A career of nearly 16 years with the Agricultural Extension Service of Rutgers University terminates June 1 when Edwin A. Gauntt, state leader of county agricultural agents, leaves to take an executive position with the Grange-League Federation.

In his new work, Gauntt is in charge of public relations in New Jersey for this far-flung farmers' cooperative organization, which has its headquarters in Ithaca, N.Y., and does an annual business in New Jersey amounting to several million dollars.

Commenting on the appointment, James A. McConnell, general manager of the Grange-League Federation, said that he had been negotiating with Gauntt for nearly a year.

"We want Mr. Gauntt," he said, "not only for his knowledge of agriculture but also for his familiarity with New Jersey farmers and their problems. We felt that in order to service our New Jersey patrons properly, we needed a man who knew their needs and could acquaint them with the many facilities which are at their disposal through our cooperative organization."

As regards Gauntt's resignation, good wishes for his future success were generally expressed by his associates at the College and by agricultural leaders throughout New Jersey. It is appreciated, however, that in his new capacity he will continue to serve New Jersey farmers and to extend to them the results of his broad knowledge and keen vision.

New Jersey Appointments

Professor Laurence A. Bevan was appointed, early in May, to the position of Director of the New Jersey Extension Service. He has been acting in this capacity since January, succeeding the late J. H. Baker.

Announcement was made on May 18 that Charles A. Thompson, who has served for 15 years as County Agricultural Agent in Burlington County, has been appointed State Leader of New Jersey's County Agricultural Agents. He will assume his new position July 1.

Kenzie S. Bagshaw, who is a director of the Inter-State Milk Producers' Cooperative, as well as Master of the Pennsylvania State Grange, and Thomas Roy Brookes, a director of the Maryland Cooperative Milk Producers and Master of the Maryland State Grange, have both been named to "The National Committee on Public Education" of the National Grange. We congratulate both of these men on this honor.

Dairy Dell Now Open

June 1 marks the opening day of Dairy Dell at Atlantic City. This modern milk bar is operated by the South Jersey Inter-State Milk Market under the management of the Inter-State Milk Producers' Cooperative.

Dairy Dell is located on Central Pier, which is free and open to the public. Dairy products will be served, including milk, milk shakes, malted milk, butter milk and ice cream. It is anticipated that prices will be such that customers will receive the best value for their lunch money of any place along the boardwalk.

Inter-State members are urged to visit their own milk bar when at Atlantic City and also ask their friends who may be going to the shore to do likewise.

America's Best Will Attend National 4-H Camp

One of the highlights of 4-H club activity of the entire year occurs in June with the National 4-H Club Camp. This event is held in Washington, D. C., in the shadow of the Washington Monument and very close to the Department of Agriculture buildings. Each state may send two 4-H club boys and two 4-H club girls, the selections being made upon the achievement of the delegates in 4-H club work and the qualities of leadership which they have demonstrated.

The delegates for 1939, from states comprising the Philadelphia milk shed, include: Dean Reiss, Coopersburg; Thomas McKee, Westover; Dorothy Boring, Huntingdon; and Annabell Wetzel, Dornsife, who are the Pennsylvania delegates.

The New Jersey delegates are Mary Henninger, Emerson; Beulah Stanton, Berlin; Austin Moody, Woodstown; and Peter Staats, Belle Mead.

Those who will represent Maryland are Katherine Uebel, Woodlawn; Jessie Guard, Somerfield; George Lechlinder, Rockville; and William Powell, Cumberland. Emil Kielbasa, Milford; Louise Meredith, Dover; Paul B. Hastings, Georgetown; and Gladys Walmsley, Newark, will be the delegates from Delaware.

This year's club camp will extend from June 15 to 21, inclusive.

We are pleased to state that Dorothy Boring, one of the Pennsylvania delegates, comes from an Inter-State family, her father being Elby M. Boring. Dorothy has been a 4-H club member for nine years, having carried on projects in vegetable gardening, flower gardening, clothing, room improvement, baking

and sheep feeding. In addition, she has been an officer in several clubs, assisted with the camp, has been active in judging work and has been an exhibitor at the State Farm Show. Her qualities of leadership have been demonstrated through her numerous appearances before public groups to explain 4-H club work.

We congratulate all these young folks for their excellent achievements and wish them every benefit from their attendance at the National 4-H Club Camp.

At the World's Fair

It is probable that every dairyman who visits the New York World's Fair will make it a point to inspect "The Dairy World of Tomorrow". This large and attractive display of the dairy industry contains a herd of 150 purebred dairy cows—30 of each of the 5 major breeds.

We want to call your special attention to the fact that a Guernsey cow owned by Wm. F. Fretz, Fritzlyn Farms, Pipersville, Pa., an Inter-State member, is one of those on display. Other Guernseys in this herd from Inter-State territory are owned by Thomas Marsalis, Queenstown, Md.; Brookmead Farm, Devon, Pa.; Longwood Farm, Kennett Square, Pa.; and Liseter Farm, Newtown Square, Pa.

In the Ayrshire herd will be found four cows from Inter-State territory in Pennsylvania—owned by Normandy Farms, Norristown; Shirley Ayr Farm, Mt. Union; National Farm School, Farm School; and Neshaminy Farms, of Newtown.

H. Edwin Glazier of Warriors Mark, Pa., owns one of the Brown Swiss cows that is in this display, while Leon Falk of Schellsburg, Pa., owns one of the Jerseys.

Uphold Filled Milk Act

The Supreme Court of the United States has upheld a United States District Court, which in turn upheld the constitutionality of the Federal Filled Milk Act. This law was attacked by the Carolene Products Company as it would apply to their filled milk to which vitamin A had been added. The law prevents the movement of this product in interstate commerce.

The decision arose from a case brought by the Carolene Products Company against certain government officials to restrain them from enforcing that law. It is probable now that the law itself will be tried in court on its merits.

There are 101 recognized substances in milk, but no chemist has ever succeeded in putting them together and getting milk.

Congressional Activity

Dairymen are especially interested in three measures which are now before the Congress. One of these bills concerns the appropriation of funds for the removal of surplus agricultural products and if approved will make possible support of dairy markets through the purchase of surplus dairy products, most likely in the form of butter as was done during 1938.

Another bill of direct concern is the Jones bill to make certain amendments to the Agricultural Marketing Agreement Act of 1937. These amendments would not provide any fundamental change but would clear up questions regarding the administration of the law.

The third legislative subject of interest to all farmers, and especially dairymen, is the wage and hour law. Under the original act it was clearly intended that persons employed in the first processing of agricultural products in areas of production would be exempted from the provisions of the law. Interpretations have been made, however, which have practically nullified the intentions and one amendment is before Congress which would include all such labor under the law, while another amendment, known as the Barden bill, would specifically name these agricultural laborers as being exempt.

Gilmore Wins Medal

Herbert C. Gilmore of Kernerville, Pa., won the Clean Milk Production contest at the 1939 Penn State Dairy Science Exposition held on May 13 and, therefore, was awarded the medal offered by the Inter-State Milk Producers' Cooperative.

This exposition is an annual event staged by dairy students at Pennsylvania State College. The clean milk contest is one of the most instructive features of this educational exposition. Each contest in the exposition is open to students of State College and provides practical experience in dairy activities.

Milk Cooler Bulletin

"Electric Milk Refrigeration At The Farm" is the title of bulletin 375, recently issued by the Pennsylvania Agricultural Experiment Station, State College, Pa. This bulletin gives results of numerous tests on the cost of operation and efficiency of milk cooling equipment.

It is of interest to note that two of the four farms on which tests were made are those of Furman Gyger, of Kimberton, and A. K. Rothenberger of Worcester, both of whom are directors of the Inter-State, the tests, however, having been made before these men were elected directors.

Prices Paid for 4.0 % Milk f. o. b. Philadelphia

Weighted Averages, April, 1939	
Abbotts Dairies.....	\$2.15
Baldwin Dairies.....	2.20
Breuninger.....	2.60
Wm Engel Dairy.....	2.59
Gross Dairy.....	2.72
Hamilton Dairies.....	2.56
Hutt & Kempf.....	2.50
Missimer.....	2.51
Mosebach Dairies.....	2.00
Scott-Powell.....	2.24
Supplee-Wills-Jones.....	2.19
Sypherd Dairies.....	2.73

South Jersey Prices

South Jersey milk prices to producers, at the farm, for 4% Class I Grade B, milk, in April \$2.96; May \$2.82; Class I Grade A, the Grade B price plus butterfat and bacteria bonuses, or \$3.46 in April; May \$3.32. Class II, April, \$1.75; May, \$1.45. Class III, April, \$1.12; May, \$1.15.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. If earned the rate of the bonus or premium should be added to quoted price. †Class IA (Cream) price of \$2.20 applies on Altoona, Doe Run, Huntingdon, Reading, Tamaqua, Tyrone and West Chester markets.

†April only.

Class III Prices—4.0% Milk

MARKET	APRIL	MAY
All Penna. Markets	\$0.97	\$1.00
Md. & Del. Stations	1.01	1.03
Wilmington	1.01	1.03

Average price 92-score butter at New York: April, 23.11¢ per pound; May, 23.64¢ per pound.

The April average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

More Herd Records Kept

On January 1, 1939, there were 1228 Dairy Herd Improvement Associations operating in the country, according to the U.S.D.A. These associations are keeping records on more than 625,000 cows and represent a gain of 122 associations and about 67,000 cows over the previous year.

Wisconsin leads in number of associations and herds tested, with New York second and Pennsylvania third. California leads in total

Classification Percentages April, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	55.0		19.5	25.5	78.6% Class I
Baldwin Dairies.....	59		12	29	
Blue Hen Farms.....	61.7		9.5	28.8	
Breuninger Dairies.....	79		11	10	
Clover Dairy Company.....	63.49		12.56	23.95	47% of Prod.
Delchester Farm.....	(5)61	(5)39			
Eachus Dairy.....	84	11.76	4.24		
Engel Dairy.....	78		14	8	
Fraims Dairies.....	73.08		11.60	15.32	
Gross Dairies.....	83.95		16.05		
Hamilton Dairies.....	74.34		23.17	(1)1.32	
Harbison Dairies.....	79		10	11	74.7% Class I
Harshbarger Dairies.....	75.2	13.7		11.1	
Peter Hernig.....	53		47		
Hoffman's Dairies.....	34.5	6.3	59.2		
Martin Century Farms.....	(2)79.45	(2)20.55			68.52% Prod.
Meyers Dairies.....	70		30		80% of Prod.
Missimer Dairies.....	73.23		18.50	8.27	
Mosebach Dairies.....	51.51		12.57	(3)14.95	54.59% Prod.
Mt. Union Sanitary.....	1-15. 70	6		24	
" " " " " " " "	16-30. 68	5		27	
Scott-Powell.....	57		31	12	74% of Prod.
Stegmeier, Clayton.....	51	4	45		
Supplee-Wills-Jones.....	56.21		23.44	(4)19.45	81.83% Class I
Sypherd's Dairy.....	84.6		14	1.4	
Turner & Wescott.....	57		43		
Waple Dairy.....	81.6	8.8		9.6	
Wawa Dairies.....	58		17	25	
Williamsburg Dairy.....	1-15. 94	6			
" " " " " " " "	16-30. 93	7			

NEW JERSEY

	Norm	Cream	Excess
Abbotts Dairies "A".....	94	6	Balance
" " " " " " " "	90	10	
Castanea Dairy "A".....	98% norm	Bal.	70% of exc
" " " " " " " "	80%	Bal.	70% of exc
Scott-Powell "A".....	x86.8	13.2	
" " " " " " " "	100		Balance
Supplee-Wills-Jones.....	100		Balance

- (1) Also 1.17% in Class V—price not determined.
 (2) Martin Century paid April, Class I, 63.02% at \$2.79, and 16.43% at \$2.98; Class II, 16.30% at \$1.32, and 4.25% at \$1.36. (Prices of 4% Grade "B" milk, fob Lansdale.)
 (3) Also 20.97 in Class V—price not determined.
 (4) Also .9% in Class VII at \$1.25 per hundredweight.
 (5) Percentages of quotas; production over quotas at Class III price.
 (x) "A" bonus paid on 58.7% of norm.

Feed Price Summary For May, 1939

Complied by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	May, 1939 (\$ per T.)	April, 1939 (\$ per T.)	May, 1938 (\$ per T.)	% Change May, 1939 compared with April, 1939	% Change May, 1939 compared with May, 1938
Wheat Bran.....	32.83	31.14	30.04	+5.43	+9.29
Cottonseed Meal 41%.....	36.99	35.29	35.64	+4.82	+3.79
Gluten Feed 23%.....	28.60	27.65	30.74	+3.44	-6.96
Linseed Meal 34%.....	49.50	49.28	48.64	+4.45	+1.77
Corn Meal.....	29.09	28.79	31.16	+1.04	-6.64
Mixed Dairy Rations: 16%.....	31.14	30.62	31.75	+1.70	-1.92
" " " " " " " " 24%.....	36.17	35.90	37.06	+7.5	-2.40
" " " " " " " " 32%.....	38.54	38.68	39.98	-3.6	-3.60
Brewer's Grains.....	26.28	25.99	28.24	+1.12	-6.94

number of cows tested and in percentage of all cows on test, New Jersey ranking third in percentage of cows being tested.

Prof: "Decline 'love', Miss Jones." Miss Jones: "Decline love, professor? Not me."—Georgia Cracker

"Look here, Bogus," asked Colonel White, "do you happen to know where Ink Judson is just now?" "Yassah! Yassah! Sho' does, sah!" replied Brother Bogus. "He's asleep dis minute over dar in de shade of de lumber yard lookin' for a job, sah."

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

April Averages and April and May Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in April	Class I Price April and May	Class II Price April	May
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.36	\$1.38
Abbotts Dairies, Inc.....	Coudersport, Pa.....	\$1.81	2.38	1.28	1.30
" " " " " " " "	Curryville, Pa.....	1.86	2.47	1.29	1.31
" " " " " " " "	Easton, Md.....	1.92	2.56	1.31	1.33
" " " " " " " "	Goshen, Pa.....	1.95	2.63	1.31	1.33
" " " " " " " "	Kelton, Pa.....	1.96	2.65	1.32	1.34
" " " " " " " "	Kempton, Pa.....	1.94	2.62	1.31	1.33
" " " " " " " "	Oxford, Pa.....	1.96	2.65	1.32	1.34
" " " " " " " "	Port Allegany, Pa.....	1.81	2.38	1.28	1.30
" " " " " " " "	Spring Creek, Pa.....	1.78	2.34	1.27	1.29
" " " " " " " "	Wilmington, Del.....	2.14	2.77	1.51	1.53
Blue Hen Farms.....	Richlandtown, Pa.....	2.31	2.62	1.31	1.33
Breuninger Dairies.....	Centerville, Md.....	1.70			
Centerville Producers' Co-op.....	Wilmington, Del.....	2.19	2.77	1.51	1.53
Clover Dairy Company.....	Edgemont, Pa.....		2.98	1.36	1.38
Delchester Farms.....	Springfield, Pa.....	2.60	2.98	1.36	1.38
Duncan's Dairy.....	West Chester, Pa.....	2.70	\$2.85	1.21	1.23
Eachus Dairy.....	Wilmington, Del.....	2.35	2.77	1.51	1.53
Fraims Dairies.....	Brandtsville, Pa.....	2.31	2.62	1.31	1.33
Harbison Dairies.....	Byers, Pa.....	2.31	2.62	1.31	1.33
" " " " " " " "	Carlisle, Pa.....	2.31	2.62	1.31	1.33
" " " " " " " "	Hurlock, Md.....	2.26	2.56	1.31	1.33
" " " " " " " "	Kimberton, Pa.....	2.31	2.62	1.31	1.33
" " " " " " " "	Massey, Md.....	2.28	2.58	1.31	1.33
" " " " " " " "	Millville, Pa.....	2.21	2.50	1.30	1.32
" " " " " " " "	Rushland, Pa.....	2.31	2.62	1.31	1.33
" " " " " " " "	Sudlersville, Md.....	2.28	2.58	1.31	1.33
Harshbarger, J. E.....	Altoona, Pa.....	2.63	\$2.96	1.21	1.23
Hernig, Peter.....	Boiling Springs, Pa.....	1.98	2.58	1.31	1.33
Hershey Creamery.....	Greencastle, Pa.....	1.55			
Hershey Chocolate.....	Shippensburg, Pa.....	1.30			
Highland Dairy Co.....	Doe Run, Pa.....	2.19	\$2.85	1.21	1.23
Hoffman's Dairy.....	Altoona, Pa.....	1.80	\$2.96	1.21	1.23
" " " " " " " "	Huntingdon, Pa.....	2.60	\$2.85	1.21	1.23
Johnson, J. Ward.....	Woodlyn, Pa.....		2.98	1.36	1.38
Keith's Dairy.....	Altoona, Pa.....		\$2.96	1.21	1.23
Martin Century Farms.....	Lansdale, Pa.....	2.52	2.98	1.36	1.38
Miller-Flounders.....	Chester, Pa.....	2.60	2.98	1.36	1.38
Mount Union Sanitary Milk Co.....	Mt. Union, Pa.....	2.36 2.31	\$2.85	1.21	1.23
Nelson Dairy.....	Jeffersonville, Pa.....	2.29	2.98	1.36	1.38
Pebble Hill Dairy.....	Doylestown, Pa.....		2.98	1.36	1.38
Penn Cress Ice Cream Co.....	Cresson, Pa.....	1.94	\$2.96	1.21	1.23
Scott-Powell Dairies.....	Clayton, Del.....	2.01	2.60	1.31	1.33
" " " " " " " "	New Holland, Pa.....	2.04	2.66	1.32	1.34
" " " " " " " "	Pottstown, Pa.....	2.07	2.71	1.32	1.34
" " " " " " " "	Snow Hill, Md.....	1.92	2.44	1.31	1.33
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	1.98	(\$1.98 for all milk in April)		
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.10	\$2.96	1.21	1.23
Supplee-Wills-Jones.....	Bedford, Pa.....	1.89	2.47	1.29	1.31
" " " " " " " "	Centerville, Pa.....	1.81	2.34	1.27	1.29
" " " " " " " "	Chambersburg, Pa.....	1.94	2.55	1.30	1.32
" " " " " " " "	Duncannon, Pa.....	1.98	2.62	1.31	1.33
" " " " " " " "	Hagerstown, Md.....	1.91	2.49	1.31	1.33
" " " " " " " "	Harrington, Del.....	1.66	2.58	1.31	1.33
" " " " " " " "	Huntingdon, Pa.....	1.93	2.53	1.30	1.32
" " " " " " " "	Leaman Place, Pa.....	2.01	2.67	1.32	1.34
" " " " " " " "	Lewistown, Pa.....	1.94	2.55	1.30	1.32
" " " " " " " "	Mercersburg, Pa.....	1.94	2.55	1.30	1.32
" " " " " " " "	Mt. Pleasant, Del.....	1.96	2.58	1.31	1.33
" " " " " " " "	Nassau, Del.....	1.95	2.55	1.31	1.33
" " " " " " " "	Nassau, Del.....	1.90	\$2.47	1.31	1.33
" " " " " " " "	Princess Anne, Md.....	2.01	2.67	1.32	1.34
" " " " " " " "	Red Hill, Pa.....	1.96	2.58	1.31	1.33
" " " " " " " "	Townsend, Del.....	1.94	2.55	1.30	1.32
" " " " " " " "	Waynesboro, Pa.....	1.94	2.55	1.30	1.32
" " " " " " " "	Worton, Md.....	1.96	2.58	1.31	1.33
" " " " " " " "	Zieglerville, Pa.....	2.01	2.67	1.32	1.34
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.00			
Turner & Wescott.....	Glen Roy, Pa.....	2.08	2.65	1.32	1.34
Waple Dairies.....	Tyrone, Pa.....	2.61	\$2.85	1.21	1.23
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.01	2.98	1.36	1.38
Ziegler Dairy Co.....	Reading, Pa.....		\$2.85	1.21	1.23

Level Production Proposed

Statement At Hearing

By O. H. Hoffman, Jr., General Manager
Inter-State Milk Producers' Cooperative

IN CONNECTION with the level production proposal which we are about to submit to you, there are a few remarks which I should like to make.

The Inter-State, as you know, has a delegate form of government, under which the policy of the Cooperative is determined by the 120 locals constituting its primary units of membership. The delegates elected by these locals last year, in annual session in Philadelphia, passed a resolution favoring the establishment of a level production plan in this area. A similar action, I believe, took place at the annual delegate meeting the year before.

As a new man coming with the Cooperative last September it was part of my job to attend local and district meetings almost every available night for some six weeks preceding the annual delegate meeting last November. At practically every one of these there was expressed the desire for some level production program and at some resolutions were adopted urging the establishment of some such plan.

Demand Is General

From my own experience at the meetings which I attended, and from the reports received covering the meetings which I was unable to attend, it is my feeling that there is no desire of our people which is more general than that for the establishment of a level production program.

In accordance with this desire much time has been spent by the Cooperative first, in a study of what was behind it and second, in working toward its accomplishment in as fair and simple a manner as has seemed practicable.

Going into the first, aside from any factual or economic reasons therefor, which will be discussed later by Mr. Willits, and getting down to what the producer in his own mind wants, it seems briefly to be this; he wants to be paid for the milk which he produces in some fashion which will permit him individually to determine whether he shall confine his own production to his own share of the fluid uses of his handler or whether he shall produce additional milk for use in the lower brackets at lower prices for which he will be accounted to separately.

Going into the second, that is, an attempt to accomplish his desire, we have worked out and are proposing a plan with such a purpose in view. We have spent much time on this and have attempted to think it through in order to achieve a maximum of simplicity without sacrificing the rights of either the selling producer or the buying distributor. Briefly, we have attempted in it to accomplish the following things:

1. To have producers paid for their milk in such fashion that those who so desire may confine their production to fluid market needs, while those who want to produce more than this amount will receive the full value therefor in accordance with the use to which that milk is put.

2. To permit those producers desiring to increase their production from year to year to do so without limit and without excessive penalization.

3. Likewise to permit those producers preferring to hold their production within their prorata share of market needs to do so without excessive penalization.

4. To continue to assure producers full payment each month for all their milk as

actually used.

5. To permit adjustments to take care of bona fide misfortunes which are beyond the producer's control.

6. To accomplish these things at a minimum of bookkeeping inconvenience to the dealer and to see that he stands neither to gain nor to lose dollars in the purchase of his supply as the result of the plan being applied to his buying program.

Studied Carefully

As anyone who has ever had anything to do with the construction of a level production plan can well understand, complete perfection is seldom accomplished at inception, regardless of the time and thought which has been given to any such proposal. For this reason, I want to say on behalf of our people, that we will welcome, not only from the Commission who of course has the right, but from any other interested person, any constructive criticism which will lead to its improvement and which will help better to accomplish the purposes which we have in mind.

Brief On Level Production

By F. P. Willits, Jr., Statistician

Inter-State Milk Producers' Cooperative

AT THE ANNUAL convention of delegates of our Cooperative held in this hotel last November 17-18, the delegate body adopted the following resolution with regard to level production:

Whereas, milk production has a natural tendency to fluctuate too greatly with the season of the year

And whereas, the consumption of fluid milk remains at a comparatively uniform level, be it

RESOLVED, that the Inter-State Milk Producers' Cooperative take action to further the formulation of some fair and adequate plan resulting in more level production.

These delegates were elected by their neighbor producers and represented every part of the Philadelphia milk shed. We petition your Commission to consider a level production plan, the details of which we will submit.

Gaining Momentum

On February 12, 1938, at a public hearing of the Pennsylvania Milk Control Commission at Harrisburg, Pa., a brief was presented by the Inter-State Milk Producers' Cooperative. I shall quote from this brief and bring it up to date.

Producer demand for some type of level or uniform production plan for the Philadelphia market has been gaining considerable momentum during the past two years or longer. This demand has grown from the

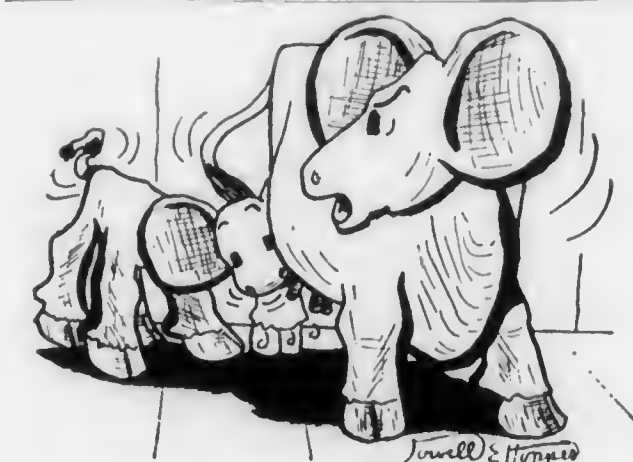
fact that the price the individual producer receives is not, as formerly, dependent upon or in any way controlled by his individual production performance. His average price is determined by the total volume of milk supplied by all the producers supplying his buyer. The seasonal variation in price now being paid in the milk shed is largely the result of a great seasonal variation in production, a variation which seems to become greater each year.

Perhaps a little background of milk production trends in the Philadelphia territory would help us, who are interested in the producers' problems, in visualizing the situation.

In this brief, the word "production" means accepted delivery or accepted shipment of milk.

"Base" Started In 1919

The base-surplus plan, as it was called, was started in the Philadelphia milk shed in 1919 and had been in continuous operation until January, 1936. This plan was developed as a result of the tremendous variation in milk production between the spring and fall months. Because this market is, for all practical purposes, a fluid milk market, and because fluid milk sales remain relatively



constant throughout the year, it was necessary to devise some plan whereby this seasonal variation could be reduced to a practical minimum.

In the five-year period of 1913-17 inclusive, according to Hutzel Metzger in his bulletin entitled "Cooperative Marketing of Fluid Milk," the average delivery of milk per month in the Philadelphia market ranged from 147 per cent of the yearly average in May down to 75 per cent of the yearly average in December. After the base-surplus plan, which was begun in 1919, started to operate, and, with minor exceptions, the range in variation of month of high to month of low production narrowed until in 1933 there was a variation of only 13 per cent from average between the month of high and the month of low production. From this 13 per cent variation in 1933, it increased to 30 per cent in 1937 and to a variation of 40 per cent in 1938 when, during May, the production per day per shipper rose to 119 per cent of the yearly average, dropping to 85 per cent in November. These data are not corrected for trend.

Production Now Irregular

During 1933 there was only 13 per cent more milk produced in the flush season than during the month of lowest production. During 1938, however, there was 40 per cent more milk produced in May, the peak month, than there was in November, the shortest month.

From early in 1934 until the discontinuance of the base-surplus plan, there was a mounting producer opposition to any plan which would regulate production and shortly after the enactment of the first milk control law in Pennsylvania steps were taken to eliminate the plan.

Much of this producer-opposition toward the base-surplus plan was begun by producers who had very small established base quantities in comparison with their total volume of milk and they had not been able to increase their basics. Basics had been restricted during the depression because fluid milk sales were reported down and there was a strong tendency on the part of producers toward increasing production. Because of the wide-spread dissatisfaction with the base-surplus plan and because of the frequent and unpredictable changes in the plan during 1934 and 1935 many producers, including those with low bases, increased their production considerably, feeling that

The Plan Explained

HERE, BRIEFLY, is how the level production plan as proposed to the Milk Control Commission will apply to you as an individual producer, assuming of course that it is adopted as proposed by us, and that it is in effect for your buyer.

Your "production base" will be calculated by adding your total deliveries of milk for the ten months of the preceding year, leaving out May and June, and dividing that total by ten.

How "Quota" Works

Your "quota," upon which your Class I share of the market will be determined each month, is set according to the Class I milk sales of the buyer of your milk for the previous year. If he sold, last year, 78 per cent as much milk in Class I as the total of all of the production bases of all his producers, then your quota will be 78 per cent of your production base.

This field of buckwheat was grown by Elwood F. Beck, son of Walter Beck, Warriors Mark, Pa. The field is on the farm of H. Briggs.



if new basics were given them or the plan should be dropped entirely, they would obtain a greater share of the market; something they were unable to do previously. Also, the frequent adjustments in the plan for the two years prior to its discontinuance helped render it unsatisfactory.

After the base-surplus plan was replaced by the present straight utilization of production plan, the producers with small basics and others who felt it advantageous to increase their production, naturally obtained a greater share of the fluid milk market to the disadvantage of the producer who was informed as to the merits of the plan and produced according to the needs of the market. With the discarding of the old base-surplus plan the uniform producer became dissatisfied and demanded a different selling plan whereby, through controlling his production, he would be able to get a higher average weighted price.

Urge Adoption of Plan

Every pound of milk a producer may keep at home for any purpose whatever, under the present plan, is milk worth the weighted average price. This plan makes it impossible for a producer to reduce his sales of lower class milk—milk which is not needed for fluid purposes—without also reducing, at the same time, his proportionate share of sales of the higher priced Class I milk.

For these reasons and because of the healthy, stabilizing effect on the market such a plan will have, we ask your Honorable Commission to consider the plan we are proposing and to issue an order embodying its basic principles as soon as possible.

Your buyer will then pay you, each month this year, the Class I price for *that percentage of your quota* which he sells as Class I milk. If his sales go up this percentage will likely be slightly more than 100, if they go down it may be slightly less.

Next Year's "Production Base"

Having determined your quota your production base is put on the shelf for the rest of the year, except as you may change your buyer or sell or divide your herd.

You may keep your production base from year to year, provided your average production for the ten months remains between your quota and your production base, and also provided you maintain your production up to your quota during October, November and December. You may increase your production base next year by producing in excess of your production base this year, in which case your production base will

be increased by one-half the amount of the increased production. You will have a *lower* production base next year in case your average production for the ten months this year should fall below this year's quota or if your average production during October, November and December should fall below your quota.

Changes In Quota

Even though you should maintain the same production base your *quota* will likely change slightly one way or the other. Three outside factors will tend to increase your quota, namely, producers dropping out of the market, other producers failing to maintain their production bases, and your buyer experiencing an increase in Class I milk sales.

Likewise, three outside factors may tend to decrease your quota, namely, an increase in the number of producers on the market, other producers increasing their production bases through higher production, and a drop in your buyer's Class I sales. The relative importance of these various factors can not be estimated in advance.

Should you change buyers you will take your old production base with you but get a new quota according to that buyer's Class I sales of the past year.

If you sell your herd as a unit the production base goes with the herd. If you divide your herd, or sell it to not more than two buyers, the base also goes with the herd according to the way the herd is divided. If you disperse your herd to several buyers the base ceases to exist unless you re-establish your herd promptly. The production base or quota can not be

(Please turn to page 11)

No plan is yet in effect. If a level production order is issued by the Commission it may differ in certain respects from this outline. Members who desire may get a copy of the complete plan exactly as proposed to the Milk Control Commission by dropping a card to the Inter-State Milk Producers' Cooperative, 401 N. Broad Street, Philadelphia, Pa.

THE BOARD of Directors held its regular meeting on May 19 and 20. Most of the Board members were present at the closing session of the Milk Control Commission's hearing on May 19 and heard the briefs and discussion on the level production plan which was proposed to the Commission on that day.

The meeting was convened following the adjournment of the hearing. Reports of officers were heard, including the financial report by the treasurer and the secretary's report. The secretary announced that the terms of the directors in

Directors In Meeting

eight districts expire in November, 1939, and that elections will be held this fall in those districts. The directors whose terms expire, together with the districts they represent, follow:

District 2	Frederick Shangle
" 6	Fred W. Bleiler
" 11	E. M. Crowl
" 16	M. L. Stitt
" 17	Joseph S. Briggs
" 20	Kensie S. Bagshaw

District 22 A. R. Marvel
" 26 D. E. Witherspoon

Reports were heard from various directors as to the legislative progress of dairy subjects in their respective states. It was reported that proposed changes in the Maryland Cooperative law had failed to be acted upon, largely because of the lack of time for the proper drafting of the legislation. The bill in the New Jersey Legislature to continue milk control was reported as having passed the Senate and was pending in the lower House. That bill has since been passed.

The Delaware Legislature, which is recessed until a later date, has before it a bill to license and bond milk dealers so as to assure producers of receiving payment for milk delivered. This bill is now in committee.

With the Pennsylvania Legislature still in session, considerable time and discussion centered around various measures before that body. Included was an amendment to the Public Utility Commission law which would enable farmers to exchange hauling of their own produce without being required to take out a permit and also exempting cooperatives in hauling for their own members from requiring a permit. Another bill provided that relief families with children and invalids would be given a part of the relief money in the form of milk tickets so as to assure them of more nearly adequate supplies of milk.

The proposed changes in the milk sanitation law were discussed at some length. The various proposals for amending the Milk Control Law were also discussed with the Board voicing its disapproval of House Bill 1202, which would entirely revamp milk control in Pennsylvania.

The directors were called upon individually to discuss activities in their respective territories, these discussions centering on such matters as hauling arrangements, surplus disposal, taking care of producers temporarily out of markets, and inspection problems.

General Manager O. H. Hoffman, Jr., reported rather extensively on the activities of the Cooperative during the past two months, including methods of moving surplus supplies, the Cooperative's efforts toward taking care of members shipping to recently closed receiving stations, also the introduction of new time-saving methods in the office, and related subjects.

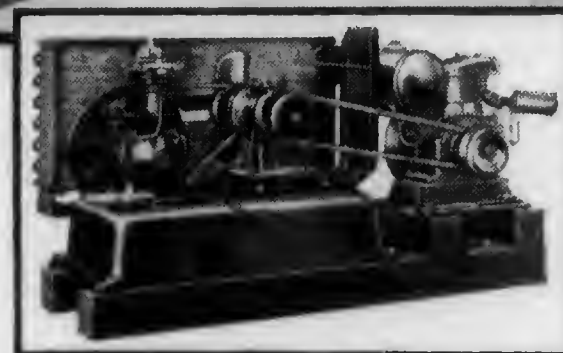
The directors discussed exten-

(Please turn to page 15)



For low-count milk that commands premium prices you must have dependable refrigeration. M & E Compressors, automatic, engineered especially for dairy farm refrigeration, for use with all cooling and storage equipment, have proved their dependability. They are protecting quality and profits, guarding against spoilage and waste, on modern farms everywhere.

They will bring you efficient, trouble-free, low-cost, mechanical refrigeration at its best. They will quickly earn their cost, on large or small farms. Write for catalog with complete information on electric and gasoline engine powered models for all purposes.



Upper Illustration: M & E Compressor Model 725-MC. 2-cylinder, 1 h. p. motor.
Lower Illustration: M & E Compressor with gasoline engine drive for use where electricity is not available.

**SAVE
25% or MORE**

M & E Compressors are sold direct from factory to local dealer, to user. This means substantial savings to you... savings that often make it both cheaper and better to buy new M & E units than to try to repair old compressors.

MERCHANT & EVANS COMPANY
Philadelphia, Pa., U.S.A. Plant at Lancaster, Pa.

Local Industry Publicizes Dairy Month

THE local dairy industry is making extensive preparations for joining in the nation-wide campaign to publicize June as National "Dairy Month." All branches are working together in an effort through this means to accelerate the moving of the large quantities of both milk and manufactured dairy products into consumptive channels.

In Philadelphia a vigorous program is under way. Contacts have been made with all leading radio stations for frequent spot announcements of Dairy Month to be made through broadcasts. More than fifty thousand pieces of display literature will be used in soda fountains and restaurants throughout the city. Distributors will hold "Open House" inviting customers to visit the distributing plant of their dealers where milk and ice cream will be served as refreshments.

Telling the Public

The public will be urged to visit the model dairy barn and cows at the Philadelphia Zoo during Dairy Month. Through the cooperation of the PRT, large car cards announcing Dairy Month will be carried on trolley cars, buses and elevated trains, suggesting that car riders visit the barn and cows at the Zoo and the Open House at the milk plants.

Through the press the public will be acquainted with the importance of the dairy industry as a three and a half billion dollar business with ninety-five million dollars invested in the Philadelphia milk shed alone; with 150,000 cows contributing to the market supply of milk, and a total of 12,000 dairy farmers and 150 dairy plants supplying milk and cream to the local market.

All in all, this promises to be one of the most intensive campaigns conducted by the dairy industry in the Philadelphia area. It represents the joint efforts of producers, represented by the Inter-State Milk Producers Cooperative, and the distributors who are contributing members of the Dairy Council, functioning through a Philadelphia Milk Month Committee of which C. I. Cohee, President of the Dairy Council, is Chairman.

In addition to the sponsors of the Philadelphia campaign, the nationwide celebration of Dairy Month is receiving the support of the following national organizations: National Cooperative Milk Producers' Federation, National Dairy Council and local member units, Milk Industry Foundation, American Butter Insti-

tute, National Cheese Institute, International Association of Milk Dealers and International Association of Ice Cream Manufacturers.

Widely known organizations aiding the dairy industry program include the Institute of Distribution, National Association of Chain Drug Stores, National Association of Food Chains, Independent Food Distributors' Council and National Association of Retail Druggists.

Cheese Making Booklet

Inter-State members who may wish to make cheese from a part of their milk supply will be interested in the booklet "How to Make Cheese on the Farm and in the Home", which may be obtained from Chr. Hansen's Laboratory, Inc., Little Falls, N. Y. Each step is discussed in detail and equipment, both home-made and commercial, is described in the booklet. Directions for several different types of cheese are included.

"What's the riot about across the street?"

"Oh, they just found the originator of the 'e' in shoppe."—Webfoot



Use
HTH-15
to
Sterilize
CALF PAILS,
MILK CANS,
UTENSILS,
MILKING
MACHINE PARTS,
SEPARATOR
UNITS, ETC.

Presenting
**THE DAIRYMEN'S SANITATION
PROGRAM featuring
HTH-15**

KEEPS BACTERIA COUNTS DOWN AND AVOIDS REJECTS

The HTH-15 Sanitation Program is the safe way to low count milk and to avoid rejects. Thousands of dairymen prefer HTH-15 for sterilizing utensils and other equipment because it kills bacteria quickly, is more economical and meets the most rigid sanitary requirements.

EASY TO USE—LOW IN COST

HTH-15 is a chlorine carrier in free-flowing powder form in a can. It is easier to use, costs less, is a dependable sterilizer and is harmless to dairy metals. Get HTH-15 at your dealer's or write for complete sanitation program and FREE 1/4 lb. sample.

**THE MATHIESON ALKALI
WORKS (INC.)**

60 East 42nd Street • New York, N. Y.



LEAVES NO FILM
OR SCALE

Here's a cleanser that's made to order for dairy farm utensils. Attacks milk fat and dirt vigorously, but is gentle to the hands and utensils. Economical to use — rinses quickly, freely. Clean utensils right after milking with DUMORE; sterilize utensils just before milking with DIVERSOL.



Order Both from Your Dairy

THE DIVERSEY CORPORATION
53 W. Jackson Blvd. Chicago

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

DAIRY CATTLE

GUERNSEYS. Breeder will loan promising bull calves from proven strains to responsible dairymen who belong to cow-testing association and desire to improve herds. J. Howard Cliffe, Ivyland, Bucks Co., Pa.

Dairy Upturn Seems Likely

THE storage situation of practically all dairy products appears more favorable than has been the case in the past several months, apparently with the result that the overtone, so far as prices are concerned, is somewhat stronger. This situation is reflected in the recent trend of butter prices when, without government support, the May price of 92-score butter at New York closed at 24 cents, a 1 1/4 cent increase from the month's low, as contrasted with last year's drop of 3/4 cent during May. Production of milk by-products is likewise on the decrease as compared with a year ago.

Production of evaporated milk, which is the greatest competitor of fluid milk and fluid cream, was 202,090,000 pounds or 2 percent less in April, 1939, than in April, 1938, but was still 17 percent higher than

the April average for the five-year 1933-37 period. Production of condensed milk was 34 percent lower in April, 1939, than one year earlier and 36 percent below the five-year average for April.

Butter production totaled 145,123,000 pounds in April, which is nearly 3 million pounds or 2 percent under April, 1938. April production in Minnesota, the leading state, was 26,175,000 pounds as compared with Pennsylvania's production of 925,000 pounds. American cheese production was 41,145,000 pounds in April, which was a drop of nearly 7 1/2 million pounds or 15 percent from April, 1938. This figure, however, was 21 percent more than the eight-year (1930-37) average April production.

Dry milk production shows a similar decline. April, 1939, production of dry skim milk was reported at 31,028,000 pounds as compared with 35,616,000 pounds for April, 1938, a decline of approximately 13 percent. Comparing the same months, production of dry butter milk showed a decline of nearly 50 percent.

Storage stocks of dry skimmilk declined from 42,500,000 pounds on May 1, 1938, to 31,910,000 pounds on May 1 of this year, a drop of nearly 25 percent.

Evaporated milk in storage totaled 134,625,000 pounds on May 1, 17 million pounds or 11 percent less than a year earlier, but 25 million pounds more than on April 1, 1939. The amount of condensed milk in storage on May 1 was 4,608,000 pounds, 18 percent less than in May, 1938.

The butter situation is not at all unfavorable, considering the tremendous carry-over from the previous year, most of which is still owned by the Dairy Products Marketing Association. In four large markets in the United States, the amount of butter in storage on May 26 were approximately 63 million pounds of which amount about 52 million pounds were owned by the DPMA, leaving approximately 13 million pounds in the hands of private operators. On the corresponding day in 1938 there were approximately 22 million pounds in storage, all owned privately. These storage and production data are compiled from United States Department of Agriculture reports.

Milk production in the Philadelphia milk shed showed less than a normal increase in April, 1939, when production per day per dairy increased only 3 percent over March, while for both 1938 and 1937 the

increase was 7 percent. April production per day this year averaged 240 pounds compared with 232 pounds last April and 217 pounds for April, 1937. Apparently the production trend in the Philadelphia milk shed has been similar to the trend for the country as a whole, which, as reported by the United States Department of Agriculture, "showed less than usual seasonal increase during April".

Milk sales in 136 leading markets increased 1.08 percent in April over the same period a year ago, according to the Milk Industry Foundation, which also says, "This is the second consecutive month for which an increase has been reported following decreases that began with November 1937."

Fluid milk prices remain relatively stable in this market, but according to the Fluid Milk Price report "continue to show weakness and are unstable in some areas". Among the important markets announcing lower prices are Boston, Massachusetts, with a decrease of 40 cents per hundred pounds for Class I price to producers, as provided in the milk marketing agreement adopted by the Boston market. Accompanying this was a 1-cent per quart reduction in retail price. Similar reductions were reported for the Lowell and Lawrence, Massachusetts, markets. Dayton, Ohio, Class I producer price dropped 35 cents per hundredweight, the retail price 1 cent per quart; the Burlington, Iowa, class I was 20 cents lower with no reduction in retail price; Los Angeles, California, Class I price was 21 cents lower with apparently little, if any, change in retail price. New York State markets witnessed producer price declines and include Albany, which was 20 cents per hundredweight lower, and Buffalo which was down 50 cents. Retail prices were reduced 1 cent, and 2 cents per quart respectively. Binghamton showed an additional 10 cent drop in producer price.

Cream prices in this market remain relatively stable in the face of a seasonal increase in production and at the present time average around \$11.50 to \$12.00 per 40 qt. can of 40 percent Pennsylvania inspected cream and \$12.50 per can for cream which is approved for Pennsylvania, Newark and Lower Merion Township. In terms of 4 percent milk this is equivalent to \$1.42 per hundredweight if approved to meet the additional regulations. These cream prices average approximately \$1.00 per can less than at

the same time last year. However, the market shows a certain amount of firmness at present.

Certain handling charges and the cost of separation are involved in converting milk into cream. Ordinarily the value of skimmilk covers these costs but during the past year the sales value of dry skimmilk, the principal outlet for this by-product, barely covered the cost of powdering it.

Feed prices charged during May by feed dealers in Inter-State Territory continue to show a slight increase over the previous month but were also slightly lower than in May, 1938. The feed price table will be found on page 6.

MAY, 1939, BUTTER PRICES			
	92-Score Philadelphia	Solid Pack New York	Chicago
1	23 1/4	22 3/4	21 1/4
2	23 1/4	23	21 1/4
3	23 1/4	22 3/4	21 1/4
4	23 1/4	23	22 1/4
5	24	23 1/4	22 1/2
6	23 1/4	23 1/4	22
8	24	23 1/4	22 1/2
9	24	23 1/2	22 1/2
10	24	23 1/2	22 1/4
11	24 1/2	24 1/4	23 1/2
12	24 1/4	24	23 1/4
13	24 1/4	24	23 1/4
15	23 3/4	23 1/2	22 1/2
16	23 3/4	23 1/2	22 1/2
17	23 3/4	23 1/2	22 1/2
18	23 3/4	23 1/2	23 1/4
19	24 1/4	23 3/4	23 1/4
20	24 1/2	24 1/4	23 1/4
22	24	23 3/4	23 1/4
23	24	23 3/4	23 1/4
24	24	23 3/4	23 1/4
25	25	24 1/4	23 1/4
26	24 1/4	24 1/4	23 1/2
27	24 1/4	24	23 1/2
29	24 1/4	24	23 1/2
31	24 1/2	24	23 1/4
Average	24.01	23.64	22.78
April '39	23.49	23.11	21.91
May '38	26.83	26.36	25.57

Directors' Meeting

(Continued from page 12)

sively the hearing of the Pennsylvania Milk Control Commission which had just closed. Producer attitude over various parts of the milk shed was also discussed as it referred to the reduction in price which had been proposed at the hearing, and also the reaction of producers toward inspection matters.

The directors voted to continue to support vocational agriculture activities and also 4-H club work in Inter-State territory along lines similar to those followed in previous years. A preliminary discussion of annual meeting plans was held and tentative dates for the meeting were set for the third week in November. Exact dates will be announced as soon as details can be worked out.

Watch Your Water Supply, It May Contain Sediment

Reasons for sediment in milk are often hard to find and one occasional unsuspected source is the farm water supply. Trouble from this cause is usually at its worst immediately

after heavy rains and, of course, some wells or springs are more frequent offenders than others.

Using such water for washing or rinsing utensils is an open invitation to trouble. It is impossible to rinse a utensil with water that is even slightly cloudy and leave the surface clean.

A good test of the water supply is to pour three or four pails full of the water through a strainer equipped with a fresh, clean pad. Any discoloration of the strainer pad will indicate silt or sediment in the water.

Pennsylvania Legislation

(Continued from page 3)

this amendment failed to win enough votes for its passage. The Milk Control Act, therefore, stands unchanged from the law which was passed in 1937.

Another bill which failed to win approval provided for the continuation of the legislative investigation of the dairy industry, but in its stead a resolution was adopted by both Houses of the Legislature which provides that all dairy laws of the state be studied by a committee of three, consisting of the Attorney General, the Secretary of Agriculture and the Secretary of Health, and that this committee draft legislation for presentation at the next special or general session of the Legislature.

Naturally, no law is perfect and changing conditions may make advisable changes in any law. This committee should be in excellent position to study all our dairy laws fairly and impartially, with the result that their recommendations should be sound and workable. Such a committee is also in excellent position to receive, and also to ask for, information and suggestions from everyone interested in legislation that will contribute to a sound and stable dairy industry.

Re-Enact New Jersey Control

The bill extending the life of the New Jersey Milk Control Law another two years received approval from the Lower House of the New Jersey Legislature on May 24; the New Jersey Senate having passed the bill early in the month.

The New Jersey Milk Control Law is considered an emergency act and, therefore, continuation of milk control in that State depends upon re-enactment of the law from time to time. The new law will be effective until May 31, 1941, and contains no important change from the law in effect for the previous two-year period.



Quickest way to get Low Bacteria Count
is to get this **LOW-COST** quick-acting chlorine killer!

Thanks to B-K Powder you can today lower your bacteria count and swiftly boost your milk profits by sanitizing the B-K way. B-K aids in producing quality milk by quickly reducing bacteria present on pails, strainers, milk cans, etc., at a cost of less than 1¢ a day for an average herd—if used according to directions. **B-K Offers Dairymen These Advantages:** Keeps count down to a minimum... puts equipment in best condition for handling quality milk... is convenient to use in water of any temperature... sanitizes faster, more cheaply, and more thoroughly than dry heat, boiling water, or steam as ordinarily used... contains 50% active, available, bacteria-killing chlorine... has for many years been accepted by Public Health Authorities... contains 3 to 15 times more chlorine than many dairy bactericides on the market!

"A little B-K goes a good long way!"

GENERAL LABORATORIES
Division, Pennsylvania Salt Mfg. Co.
1042 Widener Bldg. Philadelphia, Pa.

MILK-COOLING PAYS

An Esco "NI-AG-RA" will cool your milk to below 50° in one hour or less. This means—lower bacteria count—higher quality milk—higher prices.

Only Esco "NI-AG-RA" has all these exclusive features

Constant Neck-High Water Level—This keeps all cans in "up-to-their-chins"—whether one can, half or full capacity is in place. This constant level is maintained automatically. Positive water agitation and complete circulation—faster cooling—lowest operating cost.

Send coupon or postcard TODAY. Get FREE Booklet and complete details on this remarkable new cooler.

ESCO CABINET COMPANY
752 E. Biddle St., West Chester, Pa.

Gentlemen: I am shipping..... cans of milk a day.

Send FREE descriptive booklet on the ESCO "NI-AG-RA".

Name.....

Address.....

P. O. State.....



PICTURE CONTEST

Open to:

Members of Inter-State and their families.

Prizes:

One dollar for each contest picture used on inside page. Five dollars if picture is used on front page.

Requirements of picture:

Clear, sharp outlines; attractive background. Farm subject that will interest others on its merits.

Description of picture (brief)
Identification of sender

HOT WEATHER AHEAD ... Invest in a McCormick-Deering Milk Cooler



- ABOVE: Milk house at the Clark Crabill dairy farm, Springfield, Ohio, where a McCormick-Deering Milk Cooler is at work. Note the McCormick-Deering Milker on the top shelf of the rack outside the milk house.
- RIGHT (top): Mr. Crabill puts a can of milk in the cooler.
- RIGHT (bottom): Milking time in the Crabill barn.

MCCORMICK-DEERING Milk Coolers do a first-rate job the year around, but it is during the hot summer months that dairymen most appreciate their dependable, efficient performance.

Clark Crabill, Springfield, Ohio, is one of many progressive dairymen who find McCormick-Deering Milk Coolers indispensable in keeping down bacteria count. As he explains it, improperly cooled milk causes trouble due to souring, leads to bad flavors, and may possibly become contaminated with contagious disease germs. And that's mighty important today, with health regulations more rigid than ever.

The McCormick-Deering complies with the most exacting cooling standards. It cools its full rated capacity below 50 degrees in an hour or less, twice every 24 hours.

INTERNATIONAL HARVESTER COMPANY
(INCORPORATED)
180 North Michigan Avenue Chicago, Illinois

MCCORMICK-DEERING

Cream Separators · Milkers · Milk Coolers

Strong Silos Needed For Grass Silage

Farmers who are planning to put up grass silage this season are advised by H. E. Besley, Assistant Professor of Agricultural Engineering at the New Jersey College of Agriculture, to check up on their silos.

Recent tests have shown that grass silage packs much more solidly than corn silage and usually contains more moisture. This extra weight exerts additional pressure on the walls of the silo, sometimes reaching double the pressure from an equal volume of corn silage.

Silos which are weak can be strengthened with additional hoops. Attention to this point is highly recommended, not only in order to save the silo but to save the feed supply stored in it.

Worry is thinking without facts.

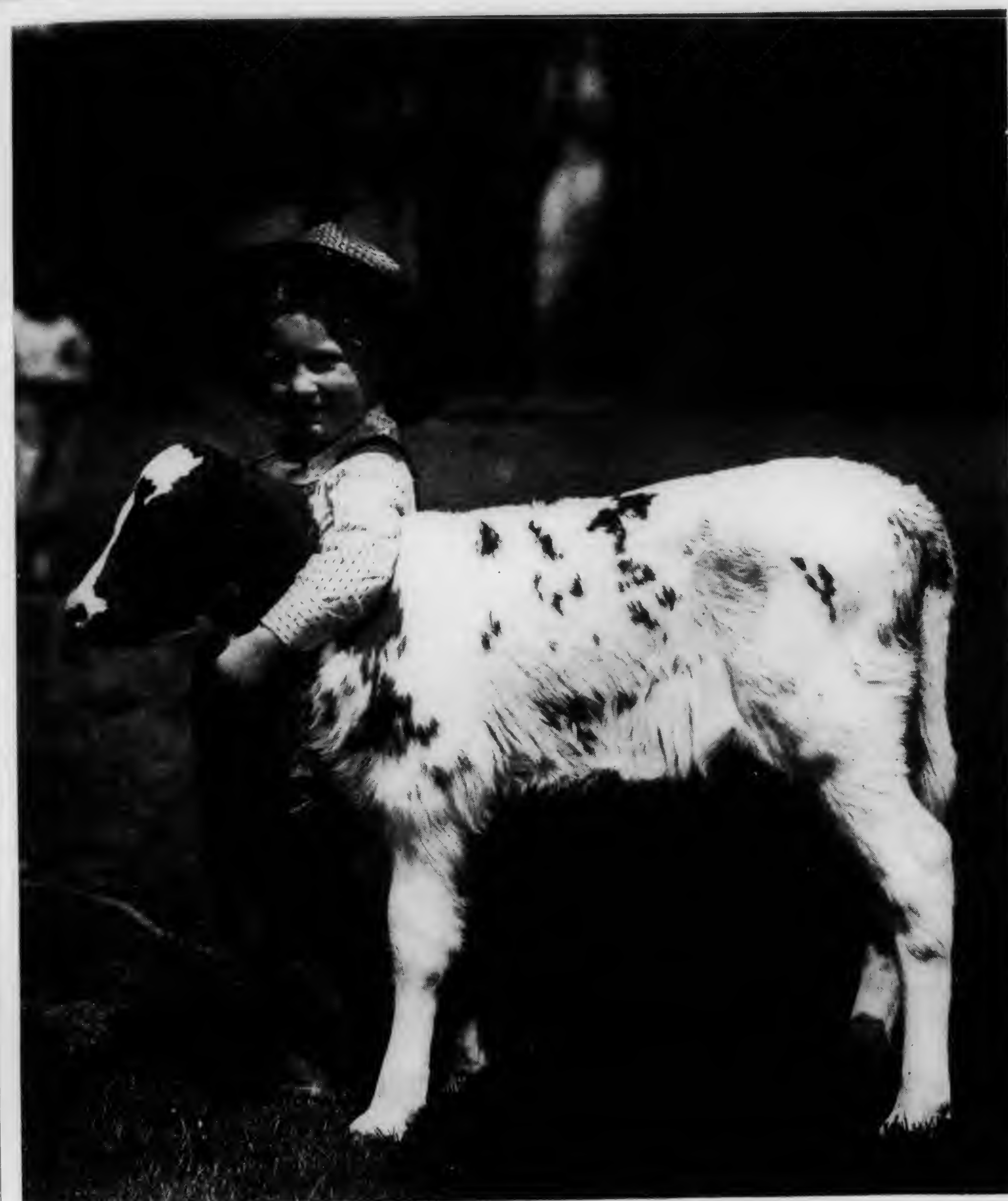
INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XX

Philadelphia, Pa., July, 1939

No. 5



Tomorrow's 4-H Dairy Champs

When a Fellow Needs a Friend

(Reprint from *Hoard's Dairyman*)

The cow tester is a hired man to 25 men.

If he slips away to see his girl one or two evenings a week he is a gad-about.

If he never notices the ladies, he is stuck-up.

If he is quiet, he doesn't talk enough—doesn't know enough to make suggestions.

If he is quick to make suggestions, he is full of "hot air" and too "fresh".

If he ever fails to hear the alarm in the morning, he is a lazy cuss.

If his tests are lower than the creamery, he doesn't know his business.

If they are higher than the creamery, he ought to tell the creamery where to "head in".

If he forgets to clean his shoes, he is slovenly.

If he is particular about his dress, he is a dude.

If he doesn't partake of certain foods, he is finicky about his eating.

If he eats some of everything, he eats too much.

If he doesn't say the Holstein is the best breed, he is a Guernsey man.

If he doesn't say the Guernsey is the best breed, he is a Holstein man.

If he mentions a good Jersey his father owned, he is a Jersey man.

If he suggests a home-mixed feed, he is against ready-mixed feeds.

If he speaks well of a certain commercial mixture, he is getting a rake-off from the dealer.

If he isn't, he is and if he is, he isn't and if he ain't, he ought to be. (Moral) Don't be too hard on the cow tester.

Many of those "ifs"—and a lot of other "ifs" not mentioned here—go for those earnest and sincere men, the field representatives of milk marketing cooperatives.

One Success Factor

Dr. E. A. Stokdyk, Deputy governor of Farm Credit Administration, states, "In the evolution of farmers' buying and selling activities it has become very noticeable that those cooperatives in which the members have invested their own capital have a very much better chance to render a service through the years than those which are organized with little or no membership capital, or attempt to operate on borrowed funds".

Teacher: "What cow in New Jersey is best known for the amount of milk it gives?"

Tommy: "Magnesia, mam; all the drug stores sell its milk."



A wheat harvest which yielded 34 bushels per acre last year. Picture sent by John W. Bogert, Winterthur, Del.

John M. McKee Appointed To Milk Control Commission

DAIRMEN of Pennsylvania are fortunate in having John M. McKee named a member of the Pennsylvania Milk Control Commission. This appointment was announced in mid-June, Mr. McKee succeeding Robert E. Pattison, Jr., whose term expired. McKee's appointment is for a six-year period. Long associated with Pennsylvania agriculture, and especially dairying, John McKee brings a splendid record of accomplishments to the Pennsylvania Milk Control Commission.

His early life was spent on the home farm in Clarion county and he was graduated from the Pennsylvania State College in 1910, also taking a year of graduate study at the University of Wisconsin where he obtained a Master's degree in 1922. He was one of the first county agents in Pennsylvania, starting work in Washington county in 1912, where he served for several years. While there he was active in organizing several farm groups, including the Tri-State Milk Producers, which was later merged with the Dairymen's Cooperative Sales Association.

Was Deputy Secretary

McKee was named Deputy Secretary of Agriculture by F. P. "Daddy" Willits when Mr. Willits was Secretary of Agriculture under Governor Gifford Pinchot from 1923 to 1927. During this period, especially, and during the years which followed, McKee was actively identified with many major dairy activities. He helped put the oleomargarine and filled milk laws on the statute books and was active in the establishment of the t. b. area testing program.

His next position was that of Executive Secretary of the Joint Committee on Rural Electrification, in which capacity he was active until going to the Dairymen's Co-

operative Sales Association in 1937 as supervisor of membership and field activities.

John McKee is obviously well acquainted with every section of Pennsylvania. It is equally evident that he knows dairying and the problems confronting our milk producers. With this broad experience Mr. McKee brings to his new office the qualifications which are so urgently needed in handling the intricate milk marketing problems which will be faced. His services on the Commission should add to its prestige and enable that body to continue to grow in its service to Pennsylvania's great dairy industry.

League Re-elects Officers

The Dairymen's League Cooperative Association, major cooperative in the New York milk market, at its annual meeting on June 15, re-elected Fred H. Sexauer as president; H. H. Rathbun and L. M. Hardin, vice-presidents; L. A. Chapin, secretary, and J. A. Coulter, treasurer. Geo. R. Fitts was named executive assistant.

The annual meeting of the League was attended by approximately 3,000 men, women and farm youth, the meeting being held at Utica, N. Y.

It was the 19th business convention of the organization and, following closely upon the Supreme Court decision upholding the New York marketing agreement, was termed a victory meeting. In addition to the annual address by President Sexauer, other speakers on the program were John A. Light, Pennsylvania Secretary of Agriculture, and Holton V. Noyes, New York State Commissioner of Agriculture and Markets. Both these speakers are well qualified to talk on farm and dairy problems through experience and long-time contacts with dairymen.

Life, Liberty and the Pursuit of Happiness

A LOT of people are certain this country is going to the dogs. Some Republicans are satisfied that the Democrats are ruining our land with their experiments; some Democrats just know the recent Republican victories mean the end of a new day; and the Fascists and Communists are dead sure that the two old parties are going to be the Nation's destruction.

But I have a friend whose elderly father in Germany, a retired gentile school teacher, nearly went to a concentration camp this spring because his Virginia-born daughter-in-law sent him a subscription to the Readers' Digest for Christmas and one issue had something in it that didn't suit his government.

I have another friend whose work takes him around the world at least once yearly. Several weeks ago he said to me that nothing would help the average American citizen as much

toward appreciating the country, the freedom and the peace we enjoy as to go with him on one of his long business trips, and see what other people have to endure.

The other night I went to the movies and saw "Man of Conquest". In it the actor who played President Andrew Jackson said, "This is the only country in the world where a man can cuss the President and all the President can do is—go fishing."

After all, in this troubled world we are pretty lucky persons. We still have Life and Liberty—and, though we don't always catch up with her, there's no law yet been passed making it a crime to pursue Happiness.

O. H. Noyes

Market Order Re-Instated

Following closely upon the announced re-instatement of the marketing order in New York as of July 1, plans were developed by Market Administrator E. M. Harmon to put the order into effect. Late in June he issued a bulletin announcing prices of Class I milk for July as \$2.00 per hundred weight in the 201-210 mile zone, with a price of \$1.50 per hundredweight for Class IIA milk.

A letter was sent to all handlers in the market at the same time, calling their attention to the plans of the Administrator's office for collecting all funds due the Administrator and the equalization pool. Payment to these funds has been requested by July 6 and those delinquent on that date will be announced and reported to the Department of Agriculture.

Governor James Approves "Milk For Relief" Bill

House Bill 657, which was passed by the Pennsylvania Legislature and provides for the issuance of milk orders instead of an equivalent sum of money to certain persons on relief, was approved by Governor Arthur H. James of Pennsylvania late in June. It is stated that his approval was given the bill in spite of objections by relief administration officials.

The Governor is reported to have felt that the benefit to dairymen of the State would far out-balance any inconvenience or difficulty which

would be experienced in administering the law, and the farm population of the State in general was deserving of indirect help of this character, inasmuch as they had received very little governmental aid as compared with residents of urban sections.

It has been estimated that the increased use of Class I milk, due to the issuance of relief milk orders, will return Pennsylvania dairymen an additional \$2,000,000 per year. At the same time it will assure children, invalids and other undernourished among the needy having more nearly adequate amounts of milk, thus contributing to their health and welfare.

Hearing At Scranton

The Pennsylvania Milk Control Commission has issued a call for a public hearing in the Scranton Milk Marketing Area, to be held on July 18. The hearing will consider the entire structure of prices paid to producers and charged stores and consumers.

Whey, once discarded as a waste product of cheese-making, is a good source of calcium, phosphorus, protein and milk sugar, and scientists today are working on ways to use it in soups, candies, and fruit drinks.

Grocer: "Need any fresh eggs today?"

Newlywed: "No, I bought enough fresh eggs yesterday to last a month."

World's Poultry Congress Meets in Cleveland

Cleveland, Ohio, will be the center of poultry interest of the entire world from July 28 to August 7, when the seventh World's Poultry Congress will meet in that city. It is reported that 76 papers by foreign scientists, including Canada, 59 by state scientists, and 21 by scientists from the United States Department of Agriculture will be delivered to delegates attending the Congress, coming from all over the world. There will be four official languages—English, French, German and Spanish.

It will be recalled that during the late 1920's the World's Dairy Congress met in this country and many of the foreign delegates visited Philadelphia and vicinity, studying American dairy methods and practices. The World's Poultry Congress provides for a similar exchange of scientific knowledge on poultry subjects.

Which came first, the hen or the egg?

The answer to this heretofore unsolved riddle should be near at hand, especially with 157 scientific papers being presented at the World's Poultry Congress at Cleveland late this month.

Wanna bet on the answer?

Jim: "How did you enjoy your horseback ride?"

Joe: "I never thought anything filled with hay could be so hard."

—Boys Life.

INTER-STATE MILK PRODUCERS REVIEW

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3. South Jersey - H. T. Borden, County Extension Office, Woodbury, Box 334, Phone 800
4. Trenton - Frederick Shangle, 19 W. State St. Trenton, N. J., Phone 4085
5. Wilmington - Floyd R. Ealy, 103 W. 7th St. Wilmington, Del., Phone 2-7464

A Suggestion—"Vacation" At Country Life Conference

Are you planning a trip this year? We hope you are, even if for only a few days. May we suggest that you consider seriously attending the annual meeting of the Country Life Association, which will be held at Pennsylvania State College, August 30 to September 2.

This four-day program is given over to the problems of rural life and how we can make life on the farm more wholesome and attractive. On the Association's program will

appear numerous men of national reputation and experience. Subjects covered will touch upon community betterment through economic, social, religious, and educational means.

We hope to be able to give more complete information about this outstanding conference in the August issue of the Review, but in the meantime we urge all who are interested to write to the American Country Life Association, with offices at 297 Fourth Avenue, New York City, for a program and details of the meeting, including provisions for room and board. Early estimates indicate that attendance will reach 1000 men and women.

"Liberty" vs Order

Some wit has said that "Your liberty ends where my nose begins." The truth of this, it appears to me, has never been illustrated much more effectively than during the last several months when chaos and starvation prices have been the rule in the New York milk market. The Federal-State milk marketing order in the New York area had established reasonable prices to producers and in doing so had issued certain regulations which appeared to be fair and to put all dairymen on an equal basis.

But a few milk dealers—only a few considering the large number in the market—apparently felt that these prices and fair trade rules interfered with their liberty. They got a decision from a lower court which upheld their contentions. But the exercise of this liberty collided with other people's noses—or should I say pocketbooks. At least, milk prices took a nose dive in the New York market.

During the spring months many producers got well under \$1.00 per hundred for their milk f. o. b. their farms. It is certain that no American family can produce milk for that price, let alone get enough for their time to maintain an American standard of living.

The temporary exercise of this unhindered liberty of a few has cost dairymen shipping to the New York market millions of dollars in four months' time. We are happy that the Supreme Court has defined the legality of setting prices and outlining fair trade practices as contained in that order and, in doing so, has restored the liberty surrounding the noses and pocketbooks—of the tens of thousands of farmers who were adversely affected.

"Where have you been, Bill?"

"In a telephone booth talking to my girl, but drat it, someone wanted to use the telephone and we had to get out."

Moving Surplus Foods

In this land of plenty, in which millions of people do not have sufficient food, we are looking with interest upon the operation of the newly-tried food stamp plan for disposal of surplus food commodities. If this plan will succeed in moving more food from the farms, where it brings starvation prices, to the empty stomachs of our people in need, it will be worth every cent of the expense and time spent in developing it.

Briefly, under this plan people on relief may spend a part of their relief money for orange colored food stamps, which are worth face value at grocery stores. Then they are given, in addition, blue food stamps at the rate of fifty cents worth for every dollar's worth of orange stamps. These blue stamps are also redeemable at face value but can be used only in purchasing certain specified foods of which the market is burdened with a surplus.

One major advantage of this plan is that it moves the food through regular channels without the criticism of taking business away from retailers and other food handlers. It should also go far in eliminating the blunders and waste which frequently surrounds outright gifts in quantities.

The plan is still on an experimental basis, being used at Syracuse, N. Y.; Dayton, Ohio; and Seattle, Washington. It is believed that when the kinks are worked out of the plan in these trial towns, it will be put into effect on a much larger scale.

Butter is one of the surplus foods now being distributed and it is hoped that other dairy products will be included, fresh milk among them when conditions warrant.

Willits, Bagshaw Elected State College Trustees

At the election of trustees of Pennsylvania State College, held on June 9, Kenzie S. Bagshaw, who is Master of the Pennsylvania State Grange and a director of the Inter-State Milk Producers' Cooperative, and F. P. "Daddy" Willits, former Secretary of Agriculture in Pennsylvania and an honorary member of the Board of Directors of the Inter-State, were both elected to serve as trustees for terms of three years each.

We congratulate both these men on this honor of being returned to the Board of Trustees and also congratulate the Pennsylvania State College on having on its Board two men of such abilities and who are so fully conscious of the needs of this great educational institution.

A good example is the best advice.

Rutgers University Elects W. H. Martin Dean of Agriculture

Dr. W. H. Martin has been named Dean of the College of Agriculture of Rutgers University and Director of the New Jersey State Agricultural Experiment Station. The appointment was announced by Dr. Robert C. Clothier, President of Rutgers.

Dr. Martin, who has been acting dean and director since March 8, succeeds the late J. G. Lipman in this position. He is a native of Carlisle, Pennsylvania, and a graduate of the University of Maine. He came to Rutgers in 1915, immediately after graduation, as a research assistant in plant pathology.

He has conducted extensive research on plant diseases and through his efforts New Jersey farmers have been able to save vast sums through applying methods of plant disease control which he developed.

Dr. Martin is a member of numerous local and national scientific organizations and is recognized nationally as an able scientist and educator.

Must Keep At It

There is every evidence that the restoration of the milk marketing order in New York on July 1 is restoring confidence among producers supplying that market. As a whole they are looking forward to orderly marketing and substantially better prices than were received before the order was originally effective and during the five months' suspension of the order.

Farm leaders, however, are not assuming that a Utopian condition has been reached. They recognize that certain forces are at work to gain advantages at the expense of the majority and that upon occasion some of these forces will go to any extreme to accomplish their ends. Evidence that farm leaders are aware of this attitude is contained in the June issue of the Sheffield Producer, which editorializes, in part, as follows:

"The reinstatement of the Order will save the financial lives of the very crew who wrecked it. But disregard that. It will place milk production upon an economic basis which will permit farmers to breathe for a while. I say for a while, for beginning July 1st we will have only a respite from the confusion and chaos of the four preceding months. But how long will that respite last? How long will it be before the same wrecking crew with additions or losses, again addresses its whining propaganda to receptive ears. This

time it may not be court proceedings. Their destructive talents may be employed in fomenting trouble between producer groups or in encouraging and initiating discord among farmers. You may depend upon it that in some form or other attempts will be made to destroy the solidarity of producers and wreck the program which assures them economic security."

Annual Meeting Dates Are November 22-23

President B. H. Welty, of the Cooperative, has appointed Vice-President A. R. Marvel, Secretary-Treasurer I. Ralph Zollers, and Director Joseph Briggs to serve as the annual meeting committee for the 1939 annual meeting of the Cooperative. This committee has confirmed the recommendations of the Board of Directors and set the dates of November 22-23 for the meeting. The site chosen is the Benjamin Franklin Hotel, where the 1937 and 1938 meetings were also held.

Members will be kept fully informed of the development of plans for the meeting and every effort will be made to bring out a record attendance. At no other time of the year can members of the Cooperative attend a function which will demonstrate to them so completely the fact that they are the Cooperative and that the Cooperative is run by the members for the benefit of the membership as a whole.

No Price Order Out As We Go to Press

As the July issue of the Review goes to press, there has been no new order issued by the Pennsylvania Milk Control Commission covering the Philadelphia milk marketing area. The public hearing for consideration of prices to producers and consumers and on related subjects was opened on May 3 and concluded on May 19.

Likewise there has been no order issued yet to authorize a level production plan as requested of the Commission by your Cooperative at the closing session of the hearing in May.

Promptly after any new orders are issued and copies are available, they will be summarized in a general letter to all delegates of the Cooperative and to presidents and secretaries of all locals. This information and complete copies of such orders, if available, will be sent to the directors and fieldmen so that the members can readily obtain accurate information concerning them.

Institute of Cooperation Meets In Chicago

The role of America's farmer cooperatives in strengthening the relationship between agriculture and industry, in maintaining democratic institutions and in training the youth of tomorrow will be three of the chief themes of discussion at the 15th annual American Institute of Cooperation to be held at the University of Chicago, August 7 to 12.

Meeting each year on the campus of a leading college, the Institute draws an attendance including hundreds of farmers, cooperative executives, educators and economists in the agricultural field. Joint hosts this year will be the University of Illinois, Iowa State College, the University of Michigan, Northwestern University, Purdue University and the University of Wisconsin.

"Agricultural cooperatives have for years been working in the direction of inter-group cooperation between agriculture and industry," declared Charles W. Holman, secretary of the Institute. "Between the two groups there are points of conflict and points of common interest. Both groups can benefit by minimizing the former and strengthening the latter. One of the purposes of the Institute, therefore, will be to make a realistic appraisal of the services to agriculture of the food distributing and manufacturing agencies, and of such programs as the federal food stamp plan and surplus removal.

"The responsibility of the cooperatives in helping to maintain our democratic institutions and in educating American youth in the sound business principles of agricultural cooperation will likewise be subjects for intensive analysis during the week's program. As in former years, most of the sessions will be devoted to studying the practical application of cooperative procedure in operating farmers' business enterprises."

The program includes a number of general sessions for the consideration of subjects that concern all cooperatives. Holman explained. The afternoons will be devoted to commodity and group discussions of the workshop type at which particularized problems will be presented. Numerous entertainment features are scheduled.

Speakers and discussion leaders will include cooperative executives, state and federal economists and marketing specialists, representatives of industrial interests educators, and farmer spokesmen. Attendance will be open to all who are interested in agricultural problems and farmer cooperation.

Prices Paid for 4.0 % Milk f. o. b. Philadelphia

Weighted Averages, May, 1939	
Abbotts Dairies.....	\$2.16
Baldwin Dairies.....	2.34
Breuninger.....	2.56
Wm. Engel Dairy.....	2.54
Gross Dairy.....	2.61
Hamilton Dairies.....	2.52
Hutt & Kempf.....	2.50
Missimer.....	2.30
Mosebach Dairies.....	2.09
Scott-Powell.....	2.18
Supplee-Wills-Jones.....	2.14
Sypherd Dairies.....	2.51

South Jersey Prices

F. o. b. farm, per cwt. of 4.0% milk.			
	Class I	Class II	Class III
May.....	\$2.82	\$1.45	\$1.15
June.....	2.82	*1.45	1.16

*\$1.75 per cwt., June 26-30, inclusive.
The price of 3.5% milk of each class is 20 cents per cwt. less than the 4.0% price.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. If earned the rate of the bonus or premium should be added to quoted price.

†Class 1A (Cream) price of \$2.20 applies on Altoona, Cresson, Doe Run, Huntingdon, Mt. Union, Reading, Tamaqua, Tyrone and West Chester markets.

*This price applies to milk shipped May 1-15 only. Milk sent direct to Philadelphia May 16 and thereafter.

Class III Prices—4.0% Milk

MARKET	MAY	JUNE
All Penna. Markets.....	\$1.00	\$1.01
Md. & Del. Stations.....	1.03	1.04
Wilmington.....	1.03	1.04

Average price 92-score butter at New York:
May, 23.64¢ per pound
June, 24.06¢ per pound

The May average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Three slightly deaf men were motoring from the north to London in an old, noisy car, and hearing was difficult.

As they were nearing London, one asked: "Is this Wembly?"

"No," replied the second, "this is Thursday."

"So am I," put in the third.

"Let's stop and have one."

"Do golf players ever tell the truth?"

"Yes, I heard one golfer call another a liar."

Classification Percentages May, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class 1A	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	51.5	..	37	11.5	81.3% Class I
Baldwin Dairies.....	66	..	8	26	62% of Prod.
Blue Hen Farms.....	59.2	..	7.8	33	..
Breuninger Dairies.....	76	..	14	10	..
Clover Dairy.....	59.51	..	11.87	28.62	44% of Prod.
Delchester Farms.....	54	..	46	..	..
Duncan's Dairy.....	95.72	..	4.28	..	..
Eachus Dairy.....	78.68	10.73	10.59	..	..
Engel Dairy.....	74	..	13	13	..
Fraims Dairies.....	67.23	..	11.35	21.42	..
Gross Dairies.....	76.88	..	23.12	..	53.79% Prod.
Hamilton Dairies.....	71.92	..	24.95	3.13	..
Harbison Dairies.....	74	..	10	16	74% Class I
Peter Hernig.....	47	..	53	..	..
Hoffman's Dairies.....	32	6	62	..	..
Martin Century Farms.....	*78.8	..	*21.2	..	65.91% Prod.
Meyers Dairies.....	70	..	30	..	75% of Prod.
Missimer Dairies.....	62.37	..	16.4	21.23	..
Mosebach Dairies.....	49.02	..	6.44	**	53.87% Prod.
Mt. Union Sanitary.....	66	5	29	..	..
Penn Cress Ice Cream Co.....	37.4	2.4	60.2	..	..
Scott-Powell Dairy.....	52	..	39	9	69% of Prod.
Stegeier, Clayton.....	48	4	48	..	..
Supplee-Wills-Jones.....	53.24	..	21.18	x25.58	86.4% Class I
Sypherd's Dairy.....	72.6	..	19.2	8.2	..
Turner & Wescott.....	50	..	47	3	..
Waple Dairy.....	82.8	7.5	9.7	..	..
Wawa Dairies.....	56	..	15	29	..

NEW JERSEY

	Norm	Cream	Excess
Abbotts Dairies "A".....	98	2	Balance
"B".....	96	4	..
Castanea Dairy "A".....	101	Bal.	61% Excess
"B".....	84	..	61% Excess
Scott-Powell Dairies.....	z100	..	Balance
Supplee-Wills-Jones.....	100	..	..

* Martin Century paid May, Class I, 16.09% at \$2.98, and 62.71% at \$2.79; Class II, 4.33% at \$1.38 and 16.87% at \$1.34. (Prices are 4% Grade "B" milk f.o.b. Lansdale.)
x Pennsylvania producers paid Class III price on 24.01% and Class VII price of \$1.30 on 1.57%.
** 38.53% listed as New York surplus; 6.01% as Class V.
z "A" bonus paid on 48.8% of norm.

Feed Price Summary For June, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	June, 1939	May, 1939	June, 1938	% Change June, 1939 compared with May, 1939	June, 1938
Wheat Bran.....	29.47	32.83	28.92	-10.23	+1.90
Cottonseed Meal 41%.....	36.55	36.99	35.07	-1.19	+4.22
Gluten Feed 23%.....	28.81	28.60	29.92	+ .73	-3.71
Linseed Meal 34%.....	48.59	49.50	49.87	-1.84	-2.57
Corn Meal.....	29.35	29.09	30.98	+ .89	-5.26
Mixed Dairy Rations: 16%.....	30.24	31.14	30.54	-2.89	- .98
24%.....	35.29	36.17	35.07	-2.43	+ .63
32%.....	38.72	38.54	37.71	+ .47	+2.68
Brewer's Grains.....	26.33	26.28	27.25	+ .19	-3.38

Frost: "Where do jellyfish get their jelly?"

Prost: "From ocean currents, I guess."

"Professor, would you come down to my fraternity house for dinner tonight?"

"Now, now, don't worry. I'll pass you in the course without your poisoning me." —Yale Record

"Well, Willie, your sister has given herself to me for a Christmas present. What do you think of that?"

"That's what she done for Mr. Bunker last year, an' he gave her back 'fore Easter. I bet you'll do the same."

The right use of money is all the advantage there is in having money.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

May Averages and May and June Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in May	Class I Price May and June	Class II Price May	June
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.38	\$1.40
Abbotts Dairies, Inc.....	Coudersport, Pa.....	\$1.82	2.38	1.30	1.32
" " ".....	Curryville, Pa.....	1.87	2.47	1.31	1.33
" " ".....	Easton, Md.....	1.93	2.56	1.33	1.34
" " ".....	Goshen, Pa.....	1.96	2.63	1.33	1.35
" " ".....	Kelton, Pa.....	1.98	2.65	1.34	1.36
" " ".....	Kempton, Pa.....	1.96	2.62	1.33	1.35
" " ".....	Oxford, Pa.....	1.98	2.65	1.34	1.36
" " ".....	Port Allegany, Pa.....	1.82	2.38	1.30	1.32
" " ".....	Spring Creek, Pa.....	1.80	2.34	1.29	1.31
Blue Hen Farms.....	Wilmington, Del.....	2.10	2.77	1.53	1.54
Breuninger Dairies.....	Richlandtown, Pa.....	2.28	2.62	1.33	1.35
Centerville Producers' Co-op.....	Centerville, Md.....	1.70	..	..	..
Clover Dairy Company.....	Wilmington, Del.....	2.12	2.77	1.53	1.54
Delchester Farms.....	Edgemont, Pa.....	2.24	2.98	1.38	1.40
Duncan's Dairy.....	Springfield, Pa.....	2.60	2.98	1.38	1.40
Eachus Dairy.....	West Chester, Pa.....	2.61	†2.85	1.23	1.25
Fraims Dairies.....	Wilmington, Del.....	2.25	2.77	1.53	1.54
Harbison Dairies.....	Brandtsville, Pa.....	2.23	2.62	1.33	1.35
" " ".....	Byers, Pa.....	2.23	2.62	1.33	1.35
" " ".....	Carlisle, Pa.....	2.23	2.62	1.33	1.35
" " ".....	Hurlock, Md.....	2.19	2.56	1.33	1.34
" " ".....	Kimberton, Pa.....	2.23	2.62	1.33	1.35
" " ".....	Massey, Md.....	2.21	2.58	1.33	1.34
" " ".....	Millville, Pa.....	2.14	2.50	1.32	1.34
" " ".....	Rushland, Pa.....	2.23	2.62	1.33	1.35
" " ".....	Sudlersville, Md.....	2.21	2.58	1.33	1.34
Harshbarger, J. E.....	Altoona, Pa.....	1.92	†2.96	1.23	1.25
Hernig, Peter.....	Boiling Springs, Pa.....	1.55	1.55	1.33	1.35
Hershey Creamery.....	Greencastle, Pa.....	..	..	..	..
Hershey Chocolate.....	Shippensburg, Pa.....	2.14	†2.85	1.23	1.25
Highland Dairy Co.....	Doe Run, Pa.....	1.85	†2.96	1.23	1.25
Hoffman's Dairy.....	Altoona, Pa.....	1.76	†2.85	1.23	1.25
Johnson, J. Ward.....	Huntingdon, Pa.....	2.60	2.98	1.38	1.40
Keith's Dairy.....	Woodlyn, Pa.....	..	†2.96	1.23	1.25
Martin Century Farms.....	Altoona, Pa.....	2.51	2.98	1.38	1.40
Miller-Flounders.....	Lansdale, Pa.....	2.60	2.98	1.38	1.40
Mount Union Sanitary Milk Co.....	Chester, Pa.....	2.28	†2.85	1.23	1.25
Nelson Dairy.....	Mt. Union, Pa.....	..	2.98	1.38	1.40
Pebble Hill Dairy.....	Jeffersonville, Pa.....	..	2.98	1.38	1.40
Penn Cress Ice Cream Co.....	Doylestown, Pa.....	1.90	†2.96	1.23	1.25
Scott-Powell Dairies.....	Cresson, Pa.....	1.96	2.60	1.33	1.34
" " ".....	Clayton, Del.....	2.00	2.66	1.34	1.36
" " ".....	New Holland, Pa.....	2.02	2.71	1.34	1.36
" " ".....	Pottstown, Pa.....	1.88	2.44	1.33	1.34
" " ".....	Snow Hill, Md.....	1.95	(\$1.95 for all milk in May)	..	..
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.06	†2.96	1.23	1.25
Stegmeier, Clayton.....	Tamaqua, Pa.....	1.85	2.47	1.31	1.33
Supplee-Wills-Jones.....	Bedford, Pa.....	1.78	2.34	1.29	1.31
" " ".....	Centerville, Pa.....	1.90	2.55	1.32	1.34
" " ".....	Chambersburg, Pa.....	1.87	2.49	1.33	1.34
" " ".....	Hagerstown, Md.....	1.92	2.58	1.33	1.34
" " ".....	Harrington, Del.....	1.89	2.53	1.32	1.34
" " ".....	Huntingdon, Pa.....	1.96	2.67	1.34	1.36
" " ".....	Leaman Place, Pa.....	1.90	2.55	1.32	1.34
" " ".....	Lewistown, Pa.....	1.90	2.55	1.32	1.34
" " ".....	Mercersburg, Pa.....	1.92	2.58	1.33	1.34
" " ".....	Mt. Pleasant, Del.....	1.90	2.55	1.33	1.34
" " ".....	Nassau, Del.....	1.86	2.47	1.33	1.34
" " ".....	Princess Anne, Md.....	*1.96	2.67	1.34	..
" " ".....	Red Hill, Pa.....	1.92	2.58	1.33	1.34
" " ".....	Townsend, Del.....	1.90	2.55	1.32	1.34
" " ".....	Waynesboro, Pa.....	1.92	2.58	1.33	1.34
" " ".....	Worton, Md.....	1.86	..	..	..
Sylvan Seal (Del. only).....	F. O. B. Farm.....	1.99	2.65	1.34	1.36
Turner & Wescott.....	Glen Roy, Pa.....	2.62	†2.85	1.23	1.25
Waple Dairies.....	Tyrone, Pa.....	1.97	2.98	1.38	1.40
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	..	†2.85	1.23	1.25
Ziegler Dairy Co.....	Reading, Pa.....	..	..	..	..

Bonuses Not Included—See Page 6, Column 1

Secondary Markets

TRENTON

Market conditions in the Trenton area have been fairly steady during May and June, with plenty of milk but with almost all producers having a regular market, provided sanitary conditions were met. Some calls for help have been made to the market manager because of high bacteria counts. In many cases these were traced to improper cooling, more ice correcting the trouble.

Effective July 1, the 10 percent reduction in norms, which was effective the preceding four months, was removed. This adjustment seemed to have a stabilizing effect on the whole market area. Dry weather early in June meant short pastures and also cut the size of the early hay crop, but recent rains have helped pastures considerably.

Frederick Shangle, market manager, continues his schedule of office hours, being available at his office, 19 West State Street, every Tuesday morning, or by appointment. The Trenton Milk Marketing Committee meets regularly the last Wednesday of each month at the Castanea Dairy office at 10:00 A. M., and at the committee's office at 2:00 P. M.

LANCASTER

The Lancaster County Dairymen's Association staged a dairy industry parade on Thursday evening, June 15, to bring Dairy Month to the attention of citizens. Every group which helped with this splendid contribution to dairying is to be congratulated.

The Executive Committee of the Lancaster Inter-State Milk Market met on the evening of June 19 with an unusually full program. The local market situation was discussed fully, especially as regards milk supply and prices. Market Manager C. E. Cowan reported that the surplus milk supply has been relieved greatly during recent weeks and that the milk of all members has been kept moving regularly.

Butterfat testing at milk plants and check testing of herd kits has occupied considerable time recently, due, apparently, to a wave of low tests which has been experienced.

The Committee, at its meeting, made plans for the strengthening of membership in the Lancaster area. The relationship of the Lancaster market to the New York market received attention, this being necessary because of the large amount of Lancaster county milk going to

New York. The recent Supreme Court decision, upholding the New York milk marketing order, gave great encouragement for a more satisfactory price for all milk. Membership in the producers' bargaining agency of the New York market was discussed as a means of giving local producers a voice in the determination of policies in that area and also as a means of keeping in constant close touch with market developments.

WILMINGTON

The milk supply has decreased, due largely to hot weather, and sales are also reported to be higher, especially of ice cream and fountain drinks. Dealers have been using all the milk from their regular shippers but the supply is such that they are not yet ready to take on additional producers.

Several producers have been laid off this spring because of poor quality milk or careless production methods, most of whom are now selling to manufacturing markets. It has been reported that the Wilmington Board of Health is planning to employ a full-time farm inspector. This will insure uniformity of inspection among all producers. The Wilmington Marketing Committee and market manager are urging all members to be very careful that they meet sanitary regulations in order to be assured of a continued place on the fluid milk market.

One dealer has recently started to buy his milk by weight and test and another dealer is now keeping composite samples and paying on the basis of these samples.

Your Wilmington Market Committee meets at the office of County Agent D. M. Worrilow in Newark on the evening of the fourth Thursday of each month. Any member who is confronted with a milk marketing problem is urged to get in touch with the market manager, F. R. Ealy, at 103 West Seventh Street, Wilmington.

ALTOONA-HUNTINGDON

The base-surplus plan which was put into effect in this market several months ago is working satisfactorily. Market Manager J. J. Camp has found it necessary, at times, to go over the operation of the plan with a few producers who have not understood its purpose and method of operation. Briefly, the



Sand and swimming provide plenty of recreation for Harry and Harold Royer. Picture sent by Lorraine Miller, Waynesboro, Pa.

plan gives each producer a base according to his nine months' production of the preceding year, omitting May, June and October. Each producer's Class I share of the market is figured on the basis of that basic rather than on the total milk production of the market. Members who wish more information about this may obtain it through Mr. Camp.

Practically all milk of members is now placed on regular markets and during recent weeks a few who were temporarily out of a market were taken care of through the Cooperative. In some instances it was necessary to arrange for moving excess milk to avoid having members laid off or being compelled to keep a part of the milk at home.

SOUTH JERSEY

Spring and early summer being the season when rejected milk and high bacteria counts are most frequent, Market Manager H. T. Borden found it necessary to give these matters a lot of attention. Members who had milk rejected were helped in finding and overcoming the causes of these rejections which, in many cases, were traceable to high bacteria counts. Several herd tests were made in order to find the possible causes of low tests.

Market problems of various types are being handled almost daily, some being solved readily and others requiring work and time.

The Executive Committee of the South Jersey Inter-State Milk Market met on the evening of June 20 with 100 percent attendance.

Dairy Dell is again open on Central Pier at Atlantic City, and South Jersey producers are urged to visit this modern milk bar and to tell their friends about it. The primary purpose of Dairy Dell is to acquaint the public with the real value of milk and milk products both as food and as refreshment. When in Atlantic City, why not get your lunch at the Dairy Dell?

Milk — A Swell Drink But People Must Be Convinced

MILK is the favorite beverage of Chicago high school students, and ice cream their favorite dessert. These facts were recently revealed by a survey of eating habits in high school lunchrooms, reports the National Dairy Council. Questionnaires were distributed among 43,000 students in 52 Chicago public school lunchrooms, and each student indicated his favorite beverage, vegetable, dessert, etc.

If the foods receiving the most votes were combined in a meal, the following would be the result: orange juice, vegetable soup, vegetable salad, roast beef, potatoes, peas, bread and butter, ice cream and milk. Ice cream rated high above pies and cakes as dessert.

Milk Is First Choice

The fact that the students prefer these good foods does not, unfortunately, mean that they eat good meals. Milk, for example, is voted their favorite beverage, yet actually milk consumption declines sharply during adolescence, particularly among girls.

Among the important influences which determine whether or not a child continues to drink milk after he reaches high school age, is the example set by their parents, says the National Dairy Council. This was recently shown to be true by an extensive study carried on in New York. The more milk parents drink, it was discovered, the more milk the children drink.

Another important factor no doubt is the inducement to drink other beverages of little or no food value, both in the school lunchroom and elsewhere. Children who have not been taught that milk is a food and is superior to other beverages in food value, are the ones who are first to omit milk from their meals.

Must Be Told Milk's Value

Boys and girls of high school age need just as much milk as younger children, and perhaps more. For various reasons, they turn to other beverages. This tendency may be offset in large measure by education. Many studies have shown that consumption of milk in school lunchrooms increases significantly as the children learn to appreciate its importance to their health and growth.

Greater availability and popularization of milk would do much to increase consumption. The Milk Bars in England might well serve as an example to us in this respect, says the National Dairy Council. These

bars, at which various milk drinks are sold, have achieved tremendous popularity in the past few years, with the result that milk consumption has increased. If milk were as readily available everywhere in this country as are other beverages, this availability would be an important factor in encouraging people, both young and old, to drink more milk.

Cream Price Raised in New Jersey

The New Jersey Milk Control Board has issued orders raising the price of Class II milk, used for fluid cream purposes, effective June 26. The price of 3.5 percent Class II milk was increased from \$1.25 to \$1.55 per hundred pounds, effective on that date. The 4 percent price is now \$1.75 per hundred pounds.

At the same time another order was issued raising the retail and wholesale prices of cream, the increases ranging from 1 cent per half pint of light cream to 7 cents per quart of heavy cream, with variations between depending upon size of bottle and richness of cream.

An order was also issued at the same time, effective on July 1, in which the price of Grade A milk in quart containers was increased by 1 cent from dealers to stores and from stores to consumers, this order being effective only in areas 2 and 3, known as the Shore markets.

The man who doesn't want too much never wants what he is worthy of.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during May, 1939.

Farm Calls.....	1263
Non-Farm Calls.....	325
Butterfat Tests.....	4508
Plants Investigated (first half May)	27
(second half May)	29
Herd Samples Tested.....	548
Brom-Thymol Tests.....	354
Sediment Tests.....	94
Microscopic Examinations.....	50
Membership Solicitation.....	211
New Members Signed.....	31
Local Meetings.....	1
Attendance.....	85
Committee Meetings.....	14
Attendance.....	81
Other Meetings.....	6
Attendance.....	185

Too Bad About Joe He Misses His Cows

"Too bad about Joe, he sure misses his cows since he's been over to the county poor farm," Mike remarked to the gang at an auction.

"Why didn't he take the cows with him, they're the ones that put him there?" Mike was asked.

"Well, the superintendent said he had enough trouble keeping the poor farm running on the money he gets from the county without furnishing board for that barn full of loafers that Joe had been keeping for the last five years," Mike replied.

"Might better take the cows over to the farm and make soup out of them than to have them breaking someone else round the neighborhood. Who bought that bunch of trouble anyway? Joe's been over to the farm three months now, someone must have lost a granary full of feed on those boarders by this time."

"Fellow that bought those cows ain't lost any money on them yet," remarked Bill. "Fact is, he bought the cows dirt cheap because everyone knew Joe went broke feeding them and he's ahead of the game right now and has six out the 15 left. That beef you been buying down at the Corners the last two months is the other nine."

"The guy is more than half-witted then," Mike said. "He got rid of more than half the cows. So he is just going to keep six pets. It will take him pretty near three times as long to go broke as it did Joe. No use worrying about what's going to happen that far ahead."

"Just a minute, Mike," Bill urged. "The six cows this fellow kept are giving more than half as much milk as the whole 15 did, and the six are making money for this guy, even as rotten as butter prices are now."

"Now, Bill," Mike challenged, "don't stand there and tell us that anyone can make money out of the cows that broke Joe."

"I just got through telling you, that the fellows have been eating the cows that broke Joe. The man who bought them got rid of six cows the first time the cow tester visited him. Three more went the next visit and the six he's keeping are good enough to be in nearly anyone's barn. Two of them made better than 40 lbs. of butterfat this month."

"By cripes," Mike interjected, "if I've got to pay a feller to come to my place and tell me about my cows I'm going to quit farming."

"Well, Joe quit too," Bill answered, "and he quit the hard way."

—Ohio State University.

Too many minds are like concrete — thoroughly mixed and permanently set.

Supreme Court Unravels Tangle

Upholds Legality of Marketing Orders

THE UNITED STATES Supreme Court has declared constitutional the law under which milk marketing agreements are established. Two decisions to this effect were handed down on June 5, one covering a case appealed from the New York milk marketing area and the other from Boston.

The New York decision reversed a previous adverse decision by a United States District Court in New York state. In this instance the government appealed from the lower court's decision in which the United States brought suit against the Rock Royal Cooperative, Central New York Cooperative Association, Schuyler Junction New York Milk Shed Cooperative, and the Jetter Dairy Company.

History of the Case

The milk marketing order for the New York milk shed was issued on August 15 and became effective on September 1. Several of its provisions were violated by the defendants and in the original suit complaints were filed and injunctions sought against the offenders by the United States government. In answer the defendants countered with assertions that they were not liable because the act under which the order was issued was unconstitutional and the order itself had been improperly issued.

The United States District Court in New York rendered its decision on February 24, deciding in favor of the defendants and dismissed the application for an injunction. Shortly thereafter the Secretary of Agriculture suspended the marketing order as of February 1. This order becomes effective again on July 1.

The defendants in the original suit raised several points which were upheld by the lower court but were rejected by the Supreme Court.

"Out of Market" Sales

A vital point on which the defendants claimed discrimination concerned what is termed "unpriced" milk, that is, milk which is produced in and is handled by dealers in the marketing area but sold to outlets beyond the area and, therefore, not under the provisions of the marketing order. In brief, the court's opinion was to the effect that such milk as may have been sold outside the marketing area was not covered by the order and, therefore, a uniform price for such milk could not be made compulsory.

The chief argument of the dissenting justices was concerned with the handling of this "unpriced" milk.

The Supreme Court also upheld the provisions in the marketing order which provided special price differentials on milk produced in certain counties located close to the marketing area. The Court insisted that the marketing agreement act authorizes such arrangements and that there was no evidence "as to any discrimination against defendants".

Market Pool Plan Upheld

Previous Supreme Court decisions were cited in upholding the inter-state commerce character of milk entering the New York market.

The defendants in this case sought to show that the equalization pool, whereby all producers in the market received the same price except for established differentials, constituted a violation of their constitutional rights. Their argument, as presented to the court, apparently did not challenge the right to set prices but merely challenged the requirement of paying into the equalization pool. In this connection the court stated, "The pool is only a device reasonably adapted to allow regulation of the interstate market upon terms which minimize the results of the restrictions. It is ancillary to the price regulation, designed, as is the price provision, to foster, protect and encourage interstate commerce by smoothing out the difficulties of the surplus and cut-throat competition which burdened this marketing."

Co-ops Included in Pool

The defendants insisted in their argument that there was illegal delegation of authority, first to the Secretary of Agriculture; second, to producers who approved a marketing order; and, third, to cooperatives to cast the votes of producer patrons. The Supreme Court in its opinion held "that inasmuch as Congress could place the Order in effect without any vote, it is permissible for it to provide for approval in such way or manner as it may choose."

One of the defendants in the case was the Central New York Cooperative Association which contended that, being a cooperative, it was exempt from paying into the equalization pool because it distributes the milk of its members and patrons as agents. The Court held,

however, that since this cooperative was a handler of milk it was obligated to participate in the equalization pool as was any other handler of milk.



"Good milk, carefully handled" is the policy on the farm of John R. Heffner, Fleetwood, Pa.

Dams of Various Designs Useful In Gully Control

Various types of dams have proved their usefulness in checking growth of gullies, says Russell E. Underwood, soil conservationist of Rutgers University's Agricultural Extension Service and contact man for the State Soil Conservation Committee.

"Gully dams should be placed close enough so that each backs the water up nearly to the next dam above. The checked water will deposit soil and fill the area behind the dam. Dams must be lower than the sides of the gully or the water will be directed to one side and a new gully formed. The place where water falls below the dams should be protected by stones."

"Stone dams are usually laid up without mortar except for the top course which should be mortared or concreted to prevent washing out. The center of the dam must be lower than the ends. This notch or curved depression should be large enough to handle the flow of water during storms."

"Rastus," said the judge, "your wife complains that you never work. How about it?"

"Dat woman's crazy, judge," replied Rastus. "Ask her what Ah was doing de second Toosday in July last year."

Boston Order Upheld

New Hearing Requested

IN A 6 to 3 decision, the United States Supreme Court decided against H. P. Hood & Sons, Inc., Noble's Milk Company and Whiting Milk Company, milk dealers in the Boston market, and also against E. Frank Branon, a producer, who insisted that the Federal milk marketing license and order in the Boston market was illegal and that the act under which it was put into effect was unconstitutional.

This decision resulted from an appeal by the above named companies against the decision of a United States District Court in Massachusetts which upheld the validity of the marketing act and the Boston Milk Marketing Agreement. Many of the points in this case were similar to the points raised in the New York case but in certain respects additional points were covered.

Producers Vote Approved

Most important of these was the validity of the referendum taken among producers to obtain their approval for the order, to which five objections were raised.

That any producer, wherever located, should have been allowed to vote in the referendum was denied because the southern and western producers are outside of the milk shed and the handlers to whom they sold milk were not licensed to sell milk in the milk shed, but cream only.

The contention that producers in the milk shed whose product reached market only in the form of cream should not have been allowed to vote on the order was overruled by the court because these producers are normally in the milk shed and their handlers were licensed to ship milk into the market, the producers not knowing in advance whether their product would go to market as milk or as cream.

As for those producers, less than half of whose product went to the marketing area, it was held that the handlers of their milk did send some of the milk and could have sent all of it to the Boston market.

In the Boston decision, as well as the New York, the right of a cooperative to vote for its members was upheld by the Court.

On "Unapproved" Milk

The point was raised by the plaintiffs in the Boston case that in certain instances handlers of milk and their producers were included in the marketing area when such producers did not have the proper approval from Massachusetts author-

ities for selling in the marketing area. On this point the Supreme Court stated, "The Act and Order regulate marketing. In violating the state health laws by knowingly selling milk from unregistered farms producers and handlers may risk prosecution by the Massachusetts authorities. Nevertheless, the handlers must conform to the Order".

Back Payments On Way

Approximately \$3,000,000 has been held in escrow by the court at Boston, this money being held for the Market Administrator's fund for distribution to producers under the equalization pool. More than \$2,100,000 of this amount was paid in by the three milk handlers

involved in the appeal to the Supreme Court and those funds will be distributed among producers according to the volume of milk marketed when necessary computations can be completed.

Other milk handlers not involved directly in the case decided by the Supreme Court have paid more than \$800,000 into escrow which is earmarked for the equalization fund. Should these handlers drop further litigation the entire fund will be available for distribution to producers.

Following closely upon the announcement of the Supreme Court decision, cooperatives operating in the Boston milk marketing area took steps toward obtaining a hearing for an adjustment of the Class I price. Petitions are being prepared and it is expected that practically all the cooperatives will join in the petition to request the Secretary of Agriculture to call the hearing.

The One, Two, Three

Of Milk Utensil Care

PROPER care of milk utensils will do two things—defeat rust and eliminate many high bacteria counts. This care of utensils may be divided into three steps (1) rinsing, (2) washing, (3) sterilizing.

Utensils should always be rinsed thoroughly, with cold or lukewarm water, immediately after they are used. This will remove most of the milk from the surface of the utensils.

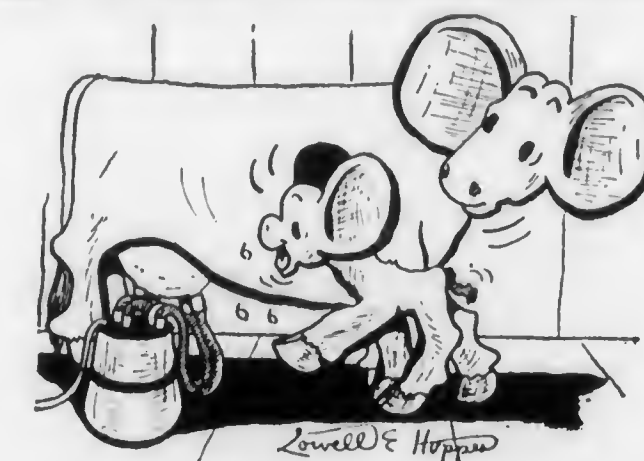
The next step is a thorough washing, using an alkali dairy cleanser dissolved in hot water (do not use soap or soap powder). This will melt any butterfat and dissolve milk sugar that may adhere to the surface of the utensil. Scrubbing with a stiff brush will remove practically every trace of milk. The necessity for this is evident when we recall that the casein in milk is used commercially not only in making a high quality of glue, but also for the manufacture of such hard articles as ivory substitutes for billiard balls and backs of hair brushes. Should this casein and the minerals of milk

be permitted to remain on the surface of the utensil, milk stone will form which is exceedingly difficult to remove.

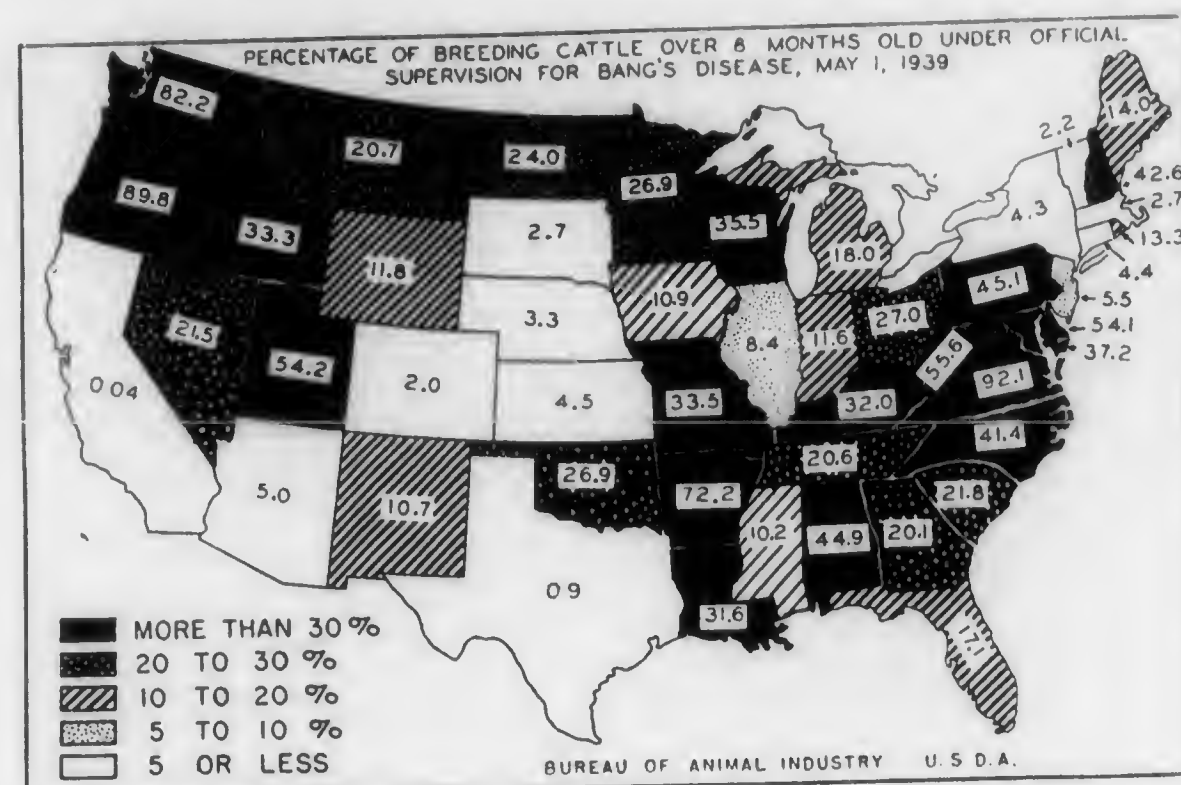
The washing with the alkali cleanser should be followed by another thorough rinse, after which the utensil should be sterilized with liberal amounts of scalding hot water or exposure to live steam. In the absence of facilities for using either of these methods, chlorine sterilizers are recommended and if directions are followed carefully will be thoroughly efficient and perhaps less expensive than heat sterilization.

Thorough draining after the washing process is essential and, if sterilized with heat the utensil surface will dry quickly. Never dry a milk utensil with a cloth or towel. From the completion of washing until used next time the utensil should be placed, with the opening uncovered, upside down on a rack. Protection from dust is highly important both for preventing contamination and in order to avoid dust getting into the milk by way of the supposedly clean utensil—sometimes the cause of unsatisfactory sediment tests.

It is also recommended that buckets and strainers, as well as cans, be sterilized immediately before milking, thus reducing to practically nothing the danger of bacterial contamination from utensils. Chlorine sterilizers are ideal for this purpose, the solution left over after the rinsing being used in cleaning the cow's udders.



"Well, well, company fer dinner to-night, huh, Maw?"



Bang's Disease On Way Out

MARKED PROGRESS in the control of Bang's disease among dairy and beef herds is reported by state and Federal authorities. A report from the United States Department of Agriculture, giving progress as of May 1, 1939, showed a substantial improvement during the past year.

The Bang's testing program is on a voluntary basis, except in a very few counties where a substantial majority of the cattle owners have requested area tests.

According to this report, Pennsylvania ranks seventh in total number of cattle under supervision, while in percentage of all cattle under supervision, it ranks eighth. Delaware ranks seventh on a percentage basis.

In two counties of Pennsylvania, Butler and Crawford, the degree of infection during the past twelve months was found to be only from a fourth to a third as great as when the cattle were first tested and

reacting animals removed. In 18 townships of Butler county the frequency of the disease has been reduced to one-half of one percent; while in Crawford county under the retest the frequency has been reduced to 1.2 percent as compared with 3.7 under the first test.

The first ten states in number of cattle under supervision are, in order, as follows: Wisconsin, 1,054,287; Minnesota, 729,841; Oregon, 668,373; Missouri, 652,374; Arkansas, 625,294; Virginia, 595,632; Pennsylvania, 572,845; Washington, 507,326; Oklahoma, 477,763; Ohio, 437,570.

That several states in which cattle numbers are smaller have also made remarkable progress is evidenced by the ten leading states in percentage of cattle under supervision, which are as follows: Virginia, 92.1; Oregon, 89.8; Washington 82.2; Arkansas, 72.2; West Virginia, 55.6; Utah, 54.2; Delaware, 54.1; Pennsylvania, 45.1; Alabama, 44.9; and New Hampshire, 42.6 percent.

Fewer And Better Cows

WHAT kind of cows will the dairy-men of New Jersey and other parts of our milk shed be driving in from their pastures five or ten years from now?

E. J. Perry, extension dairyman at the New Jersey College of Agriculture, Rutgers University, says this will depend largely upon the extent to which dairymen cull out low producers and raise calves from good producers after mating them to sires of high calibre.

"Through yearly records obtained from Dairy Herd Improvement Associations, as well as by official testing," he points out, "a check-up is now made as soon as a bull has five or more daughters that are from dams with records. It is regrettable

to have to report that the majority of these bulls are disappointing, even though most of them were carefully selected when young.

"Of the 44 bulls recently checked, 29 lowered production and 17 of these pushed it down more than 1,000 pounds of milk and 42 pounds of fat per daughter.

"Today sees a pressing need for less bulls and less cows but better ones. Nearly a third of the cows of the country do not pay for the feed and labor expended on them, but these same cows put enough milk on the market to constitute a big factor in creating a surplus. Right here is where more cooperation in production comes into the picture. "The 100 or more members of an

Artificial Breeding Association are aware of the chances that are taken in the use of bulls, especially young bulls, but they also believe that the six or eight bulls that their organization can select should by considerable odds be better than the bulls which each could afford as individuals. This large-scale method of cooperative breeding will make possible the very wide use of the few worthy proved sires that are now available, along with some of the most promising young ones obtainable. It should reduce some of the speculation in milk production to the end that we should have not more cows but better cows."

Co-ops Are Pace Makers

"The majority of farmers' cooperatives are now operating along sounder lines than was the case back in the 1920's when many of them had the idea they could control prices if only they could control the greater part of each year's supply of the product to be marketed," said F. F. Hill, Governor of the Farm Credit Administration, to the delegates to the Grange League Federation meeting held recently at Ithaca, N. Y.

"Most cooperatives," he continued, "have abandoned the price control idea and now endeavor to act as pace setters. That is, they try to set the pace in the field in which they operate by:

"(1) Providing farmers with the kind and quality of farm supplies they need at the lowest possible cost and.

"(2) By returning to producers as much as possible for the products which they sell.

"Further, they also try to provide business services to farmers at the lowest possible cost."

Governor Hill said that in recent years farmers' cooperatives throughout the country have quietly but none the less effectively continued to render important service. "Not infrequently," he declared, "the savings which farmers have made through their marketing and purchasing activities have made up the greater part of the returns which they have been able to show for their year's work.

"Farmers' cooperative activities," continued Governor Hill, "are running into big figures. There are now more than 15,000 cooperatives in the United States of which between 10,000 and 11,000 are engaged in marketing farm products, purchasing farm supplies or performing related services."

The world needs fewer cranks—more self-starters.

Federal Hearings In Three Markets

SEVERAL milk markets in widely separated parts of the country have solicited the aid of the Division of Marketing and Marketing Agreements of the United States Department of Agriculture during recent weeks.

The Dubuque, Iowa, market recently approved an amendment to its marketing program, in which the classifications of the milk were adjusted and slight reductions in the price of milk were made effective. Another important change in that market was the replacing of the individual handler pool with a market-wide pool, which will give each producer the same price.

The hearing for the Fort Wayne marketing area was reopened on June 13, at which evidence was heard on the reclassification of the milk sold in the area and the establishment of prices for a new classification. The order in the Fort Wayne market affects approximately 1100 producers among whom a referendum will be taken to obtain approval for the proposed changes.

Chicago Proposal Heard

Asserting that disorderly marketing conditions are prevailing in the Chicago area, the Pure Milk Association has requested a hearing for that market. The hearing which opened on June 26, discussed the proposed program submitted by that Association.

The program calls for classification of milk according to use, uniform prices to be paid all producers on a market-wide pool, administration by a market administrator to whom reports would be made by all handlers and who would verify these reports, and other provisions which are commonly included in Federal milk marketing agreements.

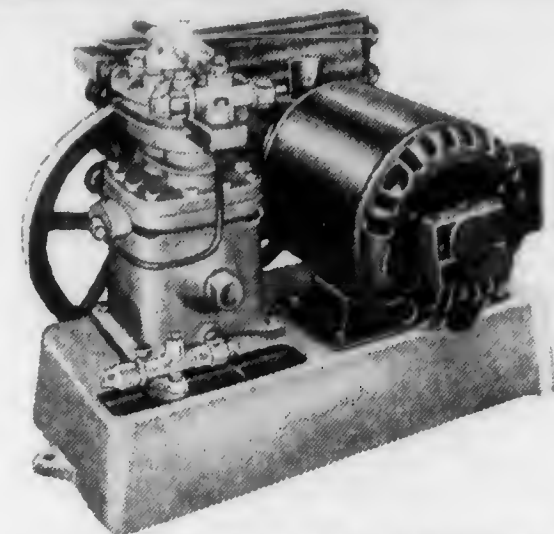
A marketing agreement will be prepared and submitted to handlers in that market area for their signatures if the hearing testimony supports and shows the need for a marketing program. A referendum then will be conducted among producers supplying the Chicago market, and if more than 65 percent of producers approve the program it will be made effective as an order even should the handlers fail to sign it as an agreement.

Two different Federal marketing programs have been in effect in the Chicago market, the last one having been terminated March 2, 1935.

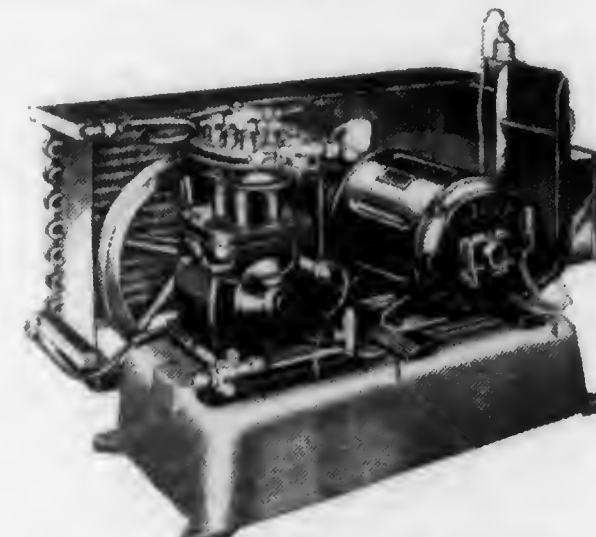
A hearing to cover the New Orleans, Louisiana, marketing area will be held on July 5-6, jointly with the Louisiana Milk Commission.

For Every Dairy COOLING REQUIREMENT

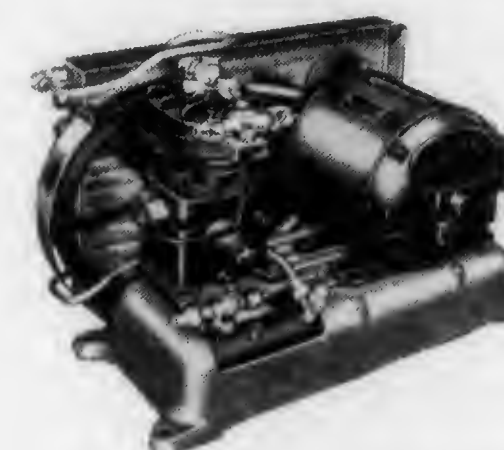
M & E Automatic Refrigerating Compressors bring modern, profitable, low-cost cooling and storage to all farms, large or small. Electric motor or gasoline engine powered, heavy-duty compressors in models and capacities to meet all requirements. Equipment that quickly earns its cost by protecting quality and profits—preventing waste. Let us send catalog and complete information



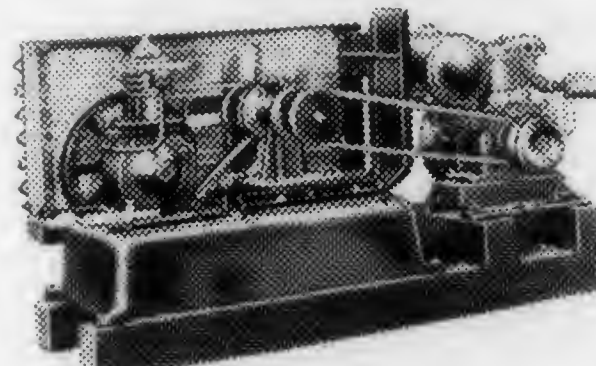
"M & E" Model No. 180-MC: 2 Cylinder, 1 1/2" Bore, 1 1/4" Stroke, 1/4 h. p. Motor.



"M & E" Model No. 725-MC: 2 Cylinder, 2 1/4" Bore, 2 1/4" Stroke, 1 h. p. Motor



"M & E" Model No. 325-MC: 2 Cylinder, 1 1/2" Bore, 1 1/4" Stroke, 1/2 h. p. Motor.



"M & E" Compressor with gasoline engine. For use where electricity is not available.

SAVE 25% or MORE.

M & E Compressors are so economical that they save you 25% or more by direct factory dealers... savings that make it true economy to replace obsolete units with up-to-the-minute, efficient, dependable M & E Compressors.

M&E
EST. 1866

MERCHANT & EVANS COMPANY
Philadelphia, Pa., U. S. A. Plant at Lancaster, Pa.

This hearing was requested by the Dairy Farmers' Protective League, said to represent more than 95 percent of the fluid milk shippers for the New Orleans market. The essential provisions of the proposed program for that market are very similar to Chicago, except that there will be an individual dealer type of pool rather than a market-wide pool.

There's many a good thing lost by t asking for it.



Milk Production Slackens

Markets Show More Strength

SOMEWHAT improved marketing conditions seem to be the most important development in the milk market during June. This condition is undoubtedly caused by the less-than-usual increase in production and the apparent added demand for milk, cream, and other dairy products. This is particularly true of cream, the price of which has shown strength the last several weeks. The U. S. D. A., in its "Weekly Milk and Cream Report" for the week ending June 24, quoted \$14.00 per 40-quart can of 40% cream which meets Pennsylvania, New Jersey and Lower Merion Township inspections. Cream meeting Pennsylvania inspection only, averaged about \$13.25 per can. In terms of 4% milk equivalent, these prices are equal to \$1.70 and \$1.61 respectively, per hundred pounds. No processing or handling costs have been deducted and no skimmilk value is included in these equivalent milk prices.

Milk production in Inter-State territory has shown less increase from March to May this year than in 1938. The daily average delivery per shipper in March was 233 pounds and in May had increased 14.6% to 268 pounds; while in 1938 the May daily average of 267 pounds was 23.6% greater than the 216 pounds in March. In other words, compared with a year ago the average

producer increased his March deliveries by 17 pounds and his May deliveries by 1 pound. An important factor in this reduction was undoubtedly the drier weather experienced this spring. Another influence was doubtless the feeling among producers that there was an over-production of milk for fluid markets.

Pasture conditions in the country as a whole averaged 74% of normal on June 1, 1939, as compared with 86% a year earlier and a 10-year average for the date of 77.3%, according to U. S. D. A. reports, with most of the Philadelphia milk shed classified as poor to fair.

Fluid milk prices in the Philadelphia area have remained unchanged, although on June 26 the Class II, or cream, price for New Jersey was increased 30 cents to \$1.55 per hundred pounds, f.o.b. the farm (\$1.75 for 4% milk) by order of the New Jersey Milk Control Board. This class includes all Norm milk in excess of Class I needs while all milk in excess of Norm is classed as Excess, its price being based on New York butter price.

Price declines in scattered markets were reported for June by the U. S. D. A. in its "Fluid Milk Price Report", most decreases occurring in the Mid-West. Producers' Class I prices were decreased 20 cents per hundred pounds at Birmingham, Alabama, and Cedar Rapids, Iowa; 25 cents at Nashville, Tennessee; 28 cents at Indianapolis and South Bend, Indiana; and 30 cents at Iowa City, Iowa; with decreases the extent of which are not yet known taking place at Louisville, Kentucky, and Chicago, Illinois. The retail price dropped 1 cent per quart in each of these markets.

Evaporated and condensed milk supplies seem to be moving rapidly into distribution channels, with production of these products running behind last year. Evaporated milk production in May, 1939, was 263 million pounds, down 17 million pounds or 6 percent from May of last year. Storage stocks of that product on June 1 were 209 million pounds, down 53 million pounds or 20 percent from a year earlier. Producer prices for milk delivered to condensaries continue low, however. The May price of \$1.10 per hundred pounds of 3.5% milk was up 3 cents from April, but

was below the May, 1938, price. Wholesale selling prices of evaporated and condensed milk are holding their own as compared with a year ago while the evaporated milk price in May was slightly above the April price.

Dry milk production is somewhat lower than in 1938. May output of dry skimmilk was 4 million pounds below the 43 million pounds of May, 1938. Production of dry whole milk was only 500,000 pounds greater than in May, 1938, while the dry buttermilk output was off nearly 1 million pounds. Dry milk is produced for both human and animal consumption and during May 86% of the dry whole milk, 67% of the dry skimmilk and 21% of the dry buttermilk was packed for human consumption. The total supply of dry skimmilk on hand on June 1 was 32 million pounds, down 41.8% from the 55 million pounds on June 1, 1938.

Butter and cheese production continue heavy but both are below last year's volume. The 194 million pounds of butter made in May, 1939, was 6 million pounds or 3% less than in May, 1938. The wholesale price of butter and cheese has probably been held up because of the lowered production as well as by an apparent increase in consumer demand. The wholesale price of 92-score butter at New York fluctuated between 24 3/4 and 23 1/4 cents per pound during June, averaging 24.06 cents. Now that the season's peak production has been reached we may expect somewhat stronger prices of both butter and cheese. Any increase in butter prices will benefit local producers directly by increasing their returns for Class II and Class III milk.

One bright spot in the butter situation is the fact that of the 76 million pounds in storage as of June 27, only about one-half of it is privately owned, the remainder being in the hands of the Dairy Products Marketing Association or relief agencies. On the corresponding day of 1938 there were 53 million pounds of butter in storage, practically all privately owned.

Fluid milk sales increased 5.08% in May, over May, 1938, according to reports to the Milk Industry Foundation from distributors in 136 leading markets. May sales this year averaged 6,517,697 quarts per day, 6,202,868 a year ago. Milk company payrolls and employment

continued to decrease as compared with May, 1938, dropping 2.14% and 2.70% respectively.

Feed prices in Inter-State territory showed minor changes during June. Wheat bran was reported 10 percent lower a year ago but, on the whole, increases and decreases about balanced, this holding true when comparing June with May and with June of a year ago.

JUNE, 1939, BUTTER PRICES				
Date	Philadelphia	New York	Chicago	
1	24 1/2	24 1/4	24	
2	24 1/2	24 1/4	23 1/4	
3	24 1/2	24	23 1/2	
4	24 1/2	24	23 1/2	
5	24 1/2	24	23 1/2	
6	24 1/2	24 1/4	24 1/4	
7	24 1/2	24 1/4	24 1/4	
8	24 1/2	24 1/4	24 1/4	
9	24 1/2	24 1/4	24 1/4	
10	24 1/2	24	24	
11	24 1/2	24 1/2	24 1/4	
12	24 1/2	24 1/2	24 1/4	
13	24 1/2	24 1/2	24 1/4	
14	25	24 1/2	24 1/4	
15	25	24 1/2	24 1/4	
16	25	24 1/2	24 1/4	
17	24 1/2	24	23 1/2	
18	24 1/2	24	23 1/2	
19	24 1/2	24	23 1/2	
20	24 1/2	24	23 1/2	
21	24 1/2	24 1/4	23 1/2	
22	24 1/2	24 1/4	23 1/2	
23	24 1/2	24 1/2	23 1/2	
24	24 1/2	23 1/2	23 1/2	
25	24 1/2	23 1/2	23 1/2	
26	24 1/2	23 1/2	23 1/2	
27	23 1/2	23 1/2	23	
28	23 1/2	23 1/2	23	
29	24	23 1/2	23 1/2	
30	24	23 1/2	23 1/2	
Average	24.42	24.06	23.65	
May '39	24.01	23.64	22.78	
June '38	25.98	25.87	25.28	

Chlorine Products Valuable For Sterilization

When chemists discovered a sterilizer in powder form that would produce sodium hypochlorite solutions when added to water, they took a big step towards solving one of the milk producer's worries and an ever constant threat to his profits.

Maintaining low bacteria counts depends on keeping milk free from contamination. This means a sanitation program that extends from the cow to the consumer.

This made a particularly difficult problem for the fluid milk producer. It was practically impossible for him to provide steam or even hot water for the sterilization of pails, cans and other utensils.

Although chlorine has been recognized as an effective sterilizing agent for some time, old-fashioned chlorine solutions had two very definite drawbacks. The solutions that came within a satisfactory price range frequently lost their strength and their effectiveness quickly, others were too high priced. New chlorine sterilizers have solved both of these problems. Coming as they do in the form of a stable powder, there is no waste from loss of strength or from freezing, lumping or container breakage. A little added to water makes an effective rinse solution and since these solutions can be made when needed, they are always fresh and carry full bacteria killing action.

Dairy farmers who have used these sterilizers recognize them as

an effective and economical answer to the problem of maintaining low bacteria counts. They say that such material is easy to use and that solutions made from them are safe to use on dairy metals.

New Type of Lease For Dairy Farmers

Owners and renters alike should welcome the news that a new type of lease for dairy farms has been developed by farm economists at Pennsylvania State College. The new lease is designed to overcome many of the defects of the old lease adapted primarily to cash-crop farming.

This lease provides that the landlord will receive one-third of the income from dairy products and meat animals marketed and will pay one-third of the cost of seeds, feed and commercial fertilizer, and of special costs incidental to dairy farming. The tenant is allowed to raise enough heifer calves to replenish the herd and to raise enough hogs and poultry for family use. He also pays two-thirds of the farm taxes.

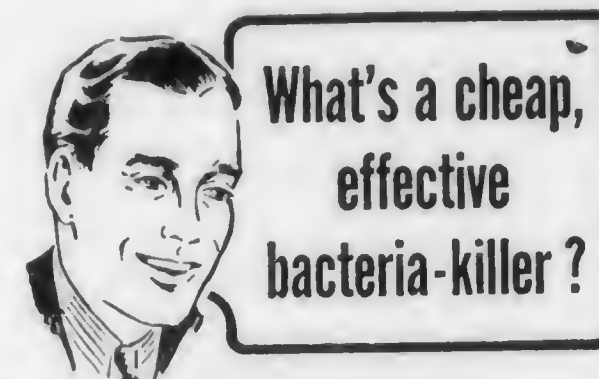
It is pointed out that such a lease helps maintain or improve the soil fertility. Landlord and tenant share in all major enterprises. It also provides the incentive for the landlord to help the tenant meet sanitary regulations for milk production.

Meeting Calendar

- July 17—Officers and delegates of District No. 9—Elkton, Md.
- July 18—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
- July 24—Officers and Committee of Rising Sun Local—Rising Sun, Md.
- July 25—Altoona-Huntingdon Inter-State Milk Market Committee—County Agent's office, Hollidaysburg, Pa.
- July 25-29—Kent-Sussex Fair—Harrington, Del.
- July 26—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
- July 27—Wilmington Inter-State Milk Market Committee—Newark, Del.
- August 3—Annual picnic of District 26—Allen's Valley State Park.
- August 7-11—Institute of Cooperation—Chicago, Ill.
- August 30—September 2—American Country Life Conference—Penna. State College, State College, Pa.
- November 22-23—Annual Meeting, Inter-State Milk Producer's Cooperative—Philadelphia, Pa.

A hobo won't work. If he won't work, he's a politician. If he's a politician, he gives away cigars. If he gives away cigars, he lights them for you. If he lights them for you, he is a cigar-lighter. If he is a cigar-lighter, he won't work and if he won't work he's a tramp.

—Growler.



B-K POWDER because...

One large bottle of B-K Powder makes more chlorine-rinsing solution than many bactericides sold today... because B-K contains 50% active bacteria-killing chlorine... because B-K costs less than 1¢ a day for an average herd!

B-K offers Dairy men these other advantages: Keeps count down to a minimum; puts equipment in excellent condition for handling quality milk; is convenient to use in water of any temperature; sanitizes faster, more cheaply, and more thoroughly than dry heat, scalding water, or steam as ordinarily used; has for many years been accepted by Public Health Authorities.

"A little B-K goes a good long way!"

GENERAL LABORATORIES
DIVISION OF
PENN. SALT MFG. CO.
1042 WIDENER BUILDING, PHILADELPHIA

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

DAIRY CATTLE

GUERNSEYS. Breeder will loan promising bull calves from proven strains to responsible dairymen who desire to improve herds. J. Howard Cliffe, Ivyland, Bucks Co., Pa.

Lowest Prices!

FORDS MILKERS

The "SEMI-TRAILER"

Electric or Gas Engine

"AIRLINER"

TRACK MODEL

1/2 H.P. Motor

New, improved models, better than ever. Most economical. Milk faster, cleaner. Fewest parts. Cleans itself automatically. Thousands of satisfied users. Easy terms. WRITE MYERS-SHERMAN CO. 1312 E. 12th Street, St. Louis

CASH PRIZES

for

PICTURES

Entered in the Review Picture Contest

Prizes:

\$5.00 if picture is used on front page. \$1.00 if used on inside page.

Open to:

Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of picture:

Clear, sharp outlines; attractive background. Farm subject that will interest others on its merits.

Description of picture (brief).

Identification of sender.

(Unused pictures will be returned).

Jerseys Show Gain

Pennsylvania now ranks third in the nation for the total number of farmers and firms which hold a franchise to identify the milk of their purebred Jersey herds with the Jersey Creamline trade mark. There are 28 franchise holders in the state. Ohio leads with 51 and New York is second with 40. This information is revealed in the annual report of the American Jersey Cattle Club.

The same report states that Pennsylvania ranks third in the nation in the registration of Jersey cattle. Pennsylvania breeders having registered 3,503 animals during the year. Chester and Bradford counties were particularly active, ranking high in the nation in the number of purebred Jersey cattle registered, in transfers of registered Jerseys, and in the number of new breeders of Jerseys.

A Real World Beater

With a production of 41,644.5 pounds of milk in one year, the world's record for milk production is now credited to Cherry, a Short-horn cow owned in England. This cow, owned by Messrs. Wort and Way, is of unregistered stock. Her average daily production throughout the year, which closed April 7, 1939, was 114 pounds.

It is not known how closely the keeping of her production record was supervised, especially as to whether it was under supervision which would correspond to either our advanced registry testing or herd improvement testing in this country. No record seems to be available as to the butterfat content of her milk, which makes it impossible to report her butterfat production for the year.

A Grade "A" Answer

On a written quiz a high school science instructor asked the class to define a bolt and a nut, and explain the difference between them.

On her paper a young lady wrote: "A bolt is a thing like a stick of hard metal such as iron with a square bunch at one end and a lot of scratching wound around the other end. A nut is similar to the bolt only just the opposite, being a hole in a little chunk of iron sawed off short with wrinkles around the inside of the hole."

The instructor marked her paper with a big bold "A".

Angler: "You've been watching me for over three hours, don't you want to do some fishing yourself?"

Onlooker: "Naw, I ain't got the patience."

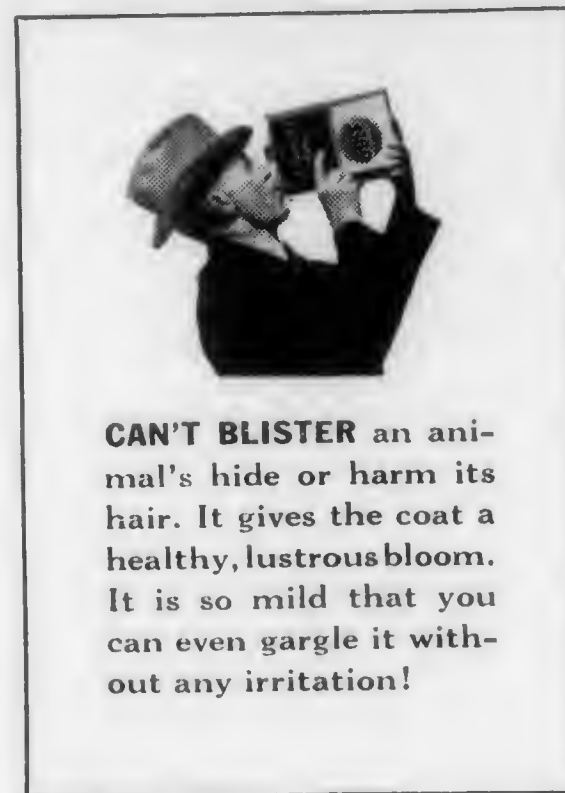
GULF LIVESTOCK SPRAY helps alert Vermonters boost milk production

"I am proud of my herd of Jerseys," writes G. C. Berkley of Ingleside Dairies, St. Albans, Vt., "and I am proud of their milk-production records. I used Gulf Livestock Spray last year and feel sure that part of my success is due to this fine product. I know my worries about milk shrinkage during the months when flies pester the cows are over."

Gulf Livestock Spray kills bloodsucking flies, lice, ticks—repels stable and horn flies—keeps cows quiet in pasture and at milking time. Gives long-lasting protection.



CHEAPER TO USE! "I find it much more economical to use Gulf Livestock Spray. It keeps flies away better even though I use less of it." (signed) A. R. Morris, Manager of the Gravel Hill Dairy, Birmingham, Ala.



CAN'T BLISTER an animal's hide or harm its hair. It gives the coat a healthy, lustrous bloom. It is so mild that you can even gargle it without any irritation!



WON'T TAINT MILK. "We've used Gulf Livestock Spray for several years. It doesn't taint milk even when used before milking," writes the owner of this 14-year-old prize bull. (Johnson Bros., No. Ticonderoga, N. Y.)

SATISFACTION GUARANTEED OR YOUR MONEY BACK

FREE! Farm and Ranch Bulletin, Second Edition, of the Gulf Research and Development Co.: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs, and Poultry." Write Gulf Oil Corp., Gulf Refining Co., Petroleum Specialties Div., Pittsburgh, Pa.

NEW ECONOMY SIZE

2-gallon \$1.99
can, only

Also in 5 and 1 gallon
sizes and in drums.



GULF LIVESTOCK SPRAY

When buying products advertised on these pages, please mention that you saw the advertisement in the Milk Producers' Review

Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XX

Philadelphia, Pa., August

No. 4

M. C. Bond Building.
Cornell University.
Ithaca, N. Y.



In the Big Valley

Congratulations, Delchester Farms! Your Dairy Cottage is a splendid advertisement of a grand product—milk from our "Inter-State" farms. We wish there were more real milk bars on every main road. An appealing sales room such as this not only sells milk within its own four walls but makes more and better customers for the entire milk business as well as for its owner.



Board of Directors Discuss Market Problems

THE BOARD of Directors of the Inter-State Milk Producers' Cooperative held their regular bi-monthly meeting on July 20-21. In addition to routine matters which came to the Board for attention, the directors heard the financial report for June and for the ten-month period ending June 30.

A report was given them concerning the status of a milk dealer who has fallen in arrears in his payments to producers and of the plans which were worked out with the State control agency and the bonding company whereby this dealer is able to continue in business, thus preserving a market for the producers supplying him.

Market Activities

A general report on market conditions was given by General Manager O. H. Hoffman, Jr., in which attention was called to the production situation in our immediate market, the activities in keeping milk moving in orderly channels, and in handling the supply which is received at the Centerville station. Attention was called to the fact that no price order has yet been issued by the Pennsylvania Milk Control Commission following its Philadelphia hearings held in May.

Counsel A. E. Kephart reported to the directors on the passage and approval of the bill which provides that haulers under contract with the Cooperative are not required to obtain a permit from the Public Utility Commission. He discussed the significance of this bill and advised as to the circumstances under which it may be desirable to take advantage of its provisions.

The difficulty encountered by some buyers in keeping some supplies of milk up to the legal butterfat requirements was brought to the director's attention. Some buyers have reported that the milk from numerous of their producers is testing below the legal standard of 3.25 percent butterfat and that it would be necessary, in self-protection, to correct this condition.

The Cream Situation

Recent developments in the cream market and the tentative arrangements for approval by state milk inspection officials of out-of-state supplies of cream were discussed with the board members, together with the possible effects of rather general approval of out-of-state supplies upon local sales as well as prices.

Mr. Hoffman reported to the directors on a variety of cases where the Cooperative's responsibility toward members out of a market for various reasons was not clearly defined. The discussion which followed went into considerable detail as to the various and proper functions of the reserve fund and how this fund could be used for the best protection of the market as a whole, as well as the protection of individual members. It was followed by the passing of a resolution calling for the appointment of a committee to investigate the entire subject and to develop recommendations for the guidance of officers, the committee to report its findings to the Executive Committee for action.

A report on field activities was given the directors by Mr. Zollers, who stated that 317 new members had joined the Cooperative up to

date during the fiscal year. This report was followed by a discussion of the status of members who, for various reasons, are not paying commission into the organization. Each director was supplied with a list of all such members in each of his locals. The directors thereupon instructed the officers to take immediate steps toward the cancellation of the membership of all inactive members from whom no commissions have been received during the past year.

A committee from the Trenton market, which had requested the privilege of appearing before the Board, reported through their spokesman on conditions in that market and suggested certain minor changes in policy in regard to secondary markets. One of these involved the allocation of secondary market funds and the Board later authorized the appointment of a committee, consisting of a representative of each secondary market committee, to work out a uniform policy satisfactory to all groups and report their recommendations to the directors for later action.

Hear Annual Meeting Plans

The activities of the Cooperative in moving excess supplies of milk of various dealers were reported by F. P. Willits, Jr., the report also describing the disparity in cream prices between that cream approved for Pennsylvania only and cream which meets the inspection of Lower Merion Township and of New Jersey.

A. R. Marvel reported on the work to date of the annual meeting committee, stating that the Benjamin Franklin Hotel had been selected for the meeting place and that the meeting would be held on November 22-23. The committee has not yet developed a program beyond stating that, as requested by the delegates at the 1938 meeting, no outside speaker would appear on the program during the afternoon of the first day's business session.

Raise Jersey Cream Price

Cream prices to producers in New Jersey were raised by \$.25 from \$1.55 to \$1.80 per hundred pounds of 3.5 percent milk, effective August 1. This change was ordered by the New Jersey Milk Control Board and is effective over the entire state. Prices to consumers and to stores were increased correspondingly at the same time.

"Does this package belong to you? The name is obliterated."
"No, that isn't my package. My name is O'Brien."—Yellow Jacket.

Insuring Your Market

THE money you are putting into the Cooperative is for your protection just as are the premiums you pay into a mutual fire insurance company. For your protection as one of the owners of the fire company you are issued a policy only after your buildings have been examined and found to be a good risk.

And you can't move out of those buildings and take that policy along; the Company insists on inspecting the new buildings and only when they are

found to be OKey are you permitted to transfer your policy.

The same goes for insuring your milk market. Your Cooperative cannot be responsible for either market or payment for milk until you have given notification of your proposed change and secured approval of the new risk.

O. H. Hoffman

Prices Up, Issues Cleared After Courts Declare Position

ORDER HAS BEEN restored in the New York and Boston markets since the handing down of the Supreme Court decision early in June which approved the constitutionality of the marketing agreement act and the administration of that act in the respective markets.

In the Boston market, where the marketing order had continued in operation, an important consideration now is the disbursement of the equalization funds which were held in escrow by the court. As reported in the July Review, nearly \$3,000,000 are held in this fund, of which approximately three-fourths was paid into the fund by the dealers involved in the case which was decided by the Supreme Court.

\$200 Per Producer

It is hoped by leaders in that market that legal technicalities and red tape may be swept aside, releasing the remainder of the fund for payment, so that the entire amount can be paid at an early date. The average payment per producer is approximately \$200, the actual amount varying according to the amount of milk sold and certain other factors. The average price paid producers in the Boston market was \$1.552 per hundred pounds of 4 percent milk f.o.b. receiving stations in the 200-mile zone.

With the reinstatement of the marketing order in New York on

July 1, the Class I price to producers f.o.b. the 201-210 mile zone was advanced to \$2.00 per 100 pounds of 3.5 percent milk, and the Class IIA price was set at \$1.50. It has been estimated that the average price for 3.5 percent milk in July will be approximately \$1.50 per 100 pounds.

Coincident with the restoration of the order the retail price in New York was advanced from 12 cents to 13 cents per quart, while heavy cream was advanced 1 cent per one-half pint.

Collections Under Way

Other developments in the New York milk shed include notification of all milk handlers of the amounts due the administrator's office and the equalization fund during the time the order was originally in effect.

Another suit, in which Market Administrator E. M. Harmon, Commissioner of Agriculture and Markets Holton V. Noyes, the Dairy-men's League and others were defendants, has been dismissed. The charges brought against these persons and organizations centered around the decision of the District Court and with the overruling of that decision the dairy company which brought the suit apparently decided it best to dismiss it.

Another recent development in the New York market is the upholding of the constitutionality of

the Rogers-Allen law under which the Producers' Bargaining Agency was functioning. In a unanimous decision handed down on July 11 by the New York State Court of Appeals the right of bona fide cooperatives to function together in establishing and enforcing prices and market programs was upheld. This decision reversed an earlier decision by a lower New York court.

One statement in that decision of special interest is that the Rogers-Allen law "is within the scope of the police power of the State . . . and that the plan for equalization of prices is not confiscatory is settled beyond further controversy."

Since the above was written it has been learned that a recent court decision has released the entire fund held in escrow in the Boston market and it will soon be paid to producers.

Metzler Appointed

Harry R. Metzler, President of the Executive Committee of the Lancaster Inter-State Milk Market Committee, was appointed Lancaster County Commissioner recently, to fill a vacancy in that body. Mr. Metzler, in addition to his activities in the Cooperative, is also manager of the Lancaster County Farm Bureau Cooperative Association and has held numerous local positions. His appointment was recommended by the other members of the Commission.

During the 17th century gallant young men delivered growing tomato plants to wives or sweethearts as tokens of love.

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

OFFICERS

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel

District

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3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa. R 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Gyger, Kimberton, Pa.
8. J. D. Reynolds, Middletown, Del.
9. *Ralph E. Bower, Chesapeake City, Md.
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13. *Howard W. Wickersham, Kelton, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedyville, Md.
17. *Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Alva Shuss, Everett, Pa.
19. A. R. Marvel, Easton, Md.
20. *Charles R. Hires, Jr., Salem, N. J.
21. *B. H. Welty, Waynesboro, Pa.
22. D. E. Witherspoon, Chambersburg, Pa.
23. Honorary Life Member—F. P. Willits, Ward, Pa.
24. *Member of Executive Committee.

FIELD DEPARTMENT

- I. Ralph Zollers, Philadelphia, Pa., Director
C. E. Cowan, Lancaster, Pa., Asst. Director
C. Reynolds, Denton, Md., Asst. Director
E. P. Bechtel, Trappe, Pa.
J. J. Camp, Roaring Spring, Pa.
E. C. Dunning, Chambersburg, Pa.
Floyd R. Ealy, Broomall, Pa.
Clayton L. Keener, Nottingham, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Lewistown, Pa.
D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

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Trenton—Frederick Shangle, 19 W. State St.
Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St.
Wilmington, Del., Phone 2-7464

Take In The Fairs

The fair season is here. It is one time of the year when the best of farm livestock and farm produce is put on display. It gives each of us a chance to see what the other fellow is doing; what kind of fruits, vegetables, and farm crops he is growing; what kind of livestock he is raising. It is an excellent chance to make comparisons and if we are sure we are doing as well as he is, bring out our own things next year and take some of the prizes ourselves. If we feel he is doing better than we,

that very fact should be an incentive for us to do better next year.

The farm machinery exhibit is always a center of interest at every fair. It gives us a chance to see the newest developments of the various makes and to make comparisons one with another.

But no county or community fair is complete without a separate division for the young folks. With vocational agriculture being taught in our high schools, these farm boys use the fairs to show the results of their projects, both in quality of output as well as the money value of their efforts and training.

Likewise the 4-H club boys and girls bring out the results of their best efforts which are judged, not only to determine which boys and girls have done the best jobs, but to determine the standards by which other boys and girls can measure their work. At a few fairs 4-H club boys and girls go even farther and put on demonstrations, showing "how to do things". Many grown-ups can get real lessons from watching these demonstrations.

Does your fair have a junior department? If not, do you not feel that there should be one next year.

Why Farmers Join Farm Cooperatives

Most farmers' cooperatives have experienced difficulty in securing the support of those whom they desire to serve, according to a study being conducted at the Pennsylvania State College under the direction of Dr. M. E. John, assistant professor of rural sociology.

His studies of individual cooperatives show that their members are more likely to be interested in other cooperative enterprises in the community than are non-members.

Farmers join cooperatives because of expected benefits, Dr. John found. The greater and the more obvious the benefits a cooperative furnishes, the easier is the task of selling the program. Not all farmers will receive the same amount of service from a cooperative organization.

The facts brought out in the study of a dairy cooperative show that persons receiving the largest benefits from them are most likely to be favorable toward the organization. Of farmers keeping 30 or more cows, 54 percent were favorable toward the organization while only 30 percent with 10 or fewer cows were favorable.

It also was found that the farmer most likely to be favorable toward a cooperative organization is the one who is informed, who is receiving significant and well-recognized benefits, and who is actively participating in its operation.

MILK PRODUCERS REVIEW

Delegates Come Out To Get New Information

The most effective method of developing among milk producers an understanding of the problems of the market is the getting together of the delegates and local officers of the district, for the discussion of these very problems. Meetings of this type offer opportunity to exchange ideas on local conditions, to discuss membership problems of their organization, to obtain first-hand and accurate market information as to trends of production, consumption and other problems such as inspection and sanitation in which all producers are interested. The activities of the Cooperative are also brought before local leaders through this method.

An excellent meeting of this type was held at Oxford, Pennsylvania, on July 24, with most of the local officers and delegates from District 11 in attendance. Not only were the discussions at the meeting comprehensive and frank but everyone present was in an excellent mood to take part in the meeting, largely due to the foresight of the district officers in providing a chicken dinner for those in attendance, this dinner having been prepared by the ladies of the Oxford Grange in whose hall the meeting was held.

Similar meetings are held in several other districts of the Cooperative with equally successful results. We should like to see every district in the organization hold district-wide meetings of their local officers and delegates at frequent intervals.

Wallace Authorizes Butter Purchase Program

The Dairy Products Marketing Association was directed on July 26, by Secretary of Agriculture Henry A. Wallace, to buy butter on the mercantile exchanges. Approval for the purchase and storage of up to 25 million pounds of butter was authorized. The purchases will be made in quantities and at prices according to market conditions, and the butter will be held in storage available for resale to the commercial trade at prices at least sufficient to cover the loan value of the butter plus handling and carrying charges. Any butter not sold in that manner may be sold to the FSCC for relief distribution.

This announcement comes at a time when the butter market showed a slight strengthening, the price of 92-score having reached 24 cents at New York on July 21, after being quoted at 23½ cents most of the month. The price advanced to 24½ cents on the date of the Secretary's announcement.

August, 1939

Delaware Picks 4-H Dairy Champions

The Delaware state championship in 4-H dairy demonstrations was awarded to a team of two boys from Clayton Clodhopper 4-H Club. These boys, Leslie Pryor and Leslie Silpath, won over three other teams in their demonstration to show proper methods of cleaning and sterilizing milk utensils. The contest was held at the Kent-Sussex Fair at Harrington, Delaware, on July 27.

The winning team will present their demonstration at the Eastern States Exposition, Springfield, Mass., late in September. Leslie Pryor is a son of Chas. Pryor, a member of the Inter-State Milk Producers' Cooperative, whose milk is sold to a Philadelphia distributor.

In the 4-H dairy judging Horace Ginn, son of H. Vaughan Ginn of Middletown, Del., won the sweepstakes with his three-year old Jersey cow, this cow winning her class and the Jersey 4-H championship as well.

Better Purebreds

For many years breeders of dairy cattle have been talking about some system to prevent registration of purebred dairy cattle of inferior production ability. In fact, the more progressive breeders have felt that some such system must be inaugurated in order to insure continued improvement of our dairy breeds.

The American Jersey Cattle Club has taken the lead in the development of such a system. At the recent annual meeting of this club two steps in this direction were made. One is a "super registration" which identifies Jersey bulls of superior breeding and its adoption is optional with breeders. In this plan special recognition will be given those sires which have proved their ability to transmit high production.

The second forward step taken by the Jersey breeders is the establishment of a "selective registration" which will become effective January 1, 1942, and will be compulsory. After that date the sire of a bull to be registered must be proved in a dairy herd improvement association with daughters averaging 400 or more pounds of butterfat or be recognized as a tested sire whose daughters average 500 pounds of butterfat in 365 days. The dam of a bull in the "selective registration" must have a mature equivalent production record of 400 pounds of butterfat in ten months.

Start planning now to attend
YOUR annual meeting in Philadelphia, November, 22-23.



Elizabeth Smith of Pleasant Valley Farm, New Hope, Pa., snapped this picture of her dad, S. Wilfred Smith, and the Guernsey calf, Giddy Girl 2nd.

No Local Price Change

Price schedules to producers supplying the Philadelphia market will continue into August on the same basis as during the past several months. The Pennsylvania Milk Control Commission has not issued any price order for the Philadelphia market since the public hearing was held in early May.

Neither has there been any order issued on a level production plan such as was requested by your Cooperative during the May hearing.

A Help to New Jersey

Protection for New Jersey milk producers from the "chaos and chiseling" which threatened their market during the spring months was seen by Earl H. Rinear, associate agricultural economist at the New Jersey State Agricultural Experiment Station, as a result of the Supreme Court decision which upheld the Federal marketing order for the New York milk market.

In discussing this matter, Mr. Rinear called attention to the tendency of some dealers doing business in New Jersey to discontinue purchases from local producers in favor of out-of-state dairymen whose product sold at prices about one half those fixed by the New Jersey Milk Control Board. This low price was probably due to the breakdown resulting from the discontinuing of control in the New York market.

Stating that enforcement of the equalization plan is a difficult undertaking because of the size of the market and volume of business involved, Mr. Rinear held that the advantages of the milk agreement far outweighed the disadvantages, not only for producers supplying the New York Market but for producers supplying New Jersey markets as well.

Hoffman Appears On Institute Program

One of the outstanding subjects at the 1939 American Institute of Cooperation, which meets in Chicago August 7-11, is the subject, "The Cooperative Under Public Control of Milk Marketing." Speakers at this session will include O. H. Hoffman, Jr., general manager of Inter-State, who will discuss "The Development of Public Control as a Permanent Policy", while, "Responsibilities and Services of the Cooperative Under Public Milk Marketing Control", will be discussed by O. M. Reed, Chief of the Dairy Section, U.S.D.A., and by E. W. Tiedeman, president of the Sanitary Milk Producers, St. Louis, Mo.

A part of each day's program is divided into subjects of special interest to various commodity groups. Other major subjects include poultry and egg marketing, grain marketing, the marketing of fruits and vegetables, livestock marketing, and cooperative purchasing of farm supplies. In addition, there will be several general sessions of interest to cooperative leaders of all lines. These will include educational activities, the exporting of farm products, public relations, monetary policies, and the relation of cooperatives to Federal anti-trust laws.

Speakers of national reputation will appear on each of the programs and part of the time at each session will be given over to a round table discussion of each special subject.

Of special interest will be two sessions of the Institute which will be devoted to explorative discussions of cooperation among cooperatives. Another unusual feature will be the discussion of agricultural relations with labor and the effort to probe for a common ground between the two groups. Industry as well as labor and agriculture will be represented on the program of that session.

Eleven Miles Per Gallon

Roy Mack started West from the New York World's Fair on May 2, headed for Treasure Island which is the site of the San Francisco World's Fair.

An interesting fact about Roy Mack's cross country travel is that he is doing it on foot and his only food is milk. It is estimated that he will consume 350 gallons on his trans-continental jaunt. He had consumed almost 100 gallons up to July 6, when he passed through St. Louis.

Periodical physical examinations have found that he is in good health and getting along nicely on his milk ration.

Prices Paid for 4.0% Milk f. o. b. Philadelphia

Weighted Averages, June, 1939

Abbotts Dairies.....	\$2.17
Baldwin Dairies.....	2.34
Breuninger.....	2.53
Wm. Engel Dairy.....	2.65
Gross Dairy.....	2.60
Hamilton Dairies.....	2.50
Hutt & Kempf.....	2.50
Missimer.....	2.32
Mosebach Dairies.....	2.27
Scott-Powell.....	2.23
Supplee-Wills-Jones.....	2.23
Sypherd Dairies.....	2.50

South Jersey Prices

F. o. b. farm, per cwt. of 3.5% milk.

Class I	Class II	Class III
June \$2.62	*1.25	.96
July \$2.62	1.55	.95

*\$1.55 per cwt., June 26-30 inclusive.
The price of 4.0% milk of each class is 20 cents per cwt. more than the 3.5% price.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

†Class IA (Cream) price of \$2.20 applies on Altoona, Cresson, Doe Run, Huntingdon, Mt. Union, Reading, Tamaqua, Tyrone and West Chester markets.

Class III Prices—4.0% Milk

MARKET	JUNE	JULY
All Penna. Markets	\$1.01	\$1.00
Md. & Del. Stations	1.04	1.03
Wilmington	1.04	1.03

Average price 92-score butter at New York: June, 24.06¢ per pound; July, 23.78¢ per pound.

The June average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. If earned the rate of the bonus or premium should be added to quoted price.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Shifts in Dairying

Ups and downs and geographical shifts in dairy production are reflected in statistics assembled recently by the Bureau of Agricultural Economics. From 1930 to 1933 there was a definite upward swing in butter manufacture. For the next 3 years the trend was as definitely downward. Droughts of 1934 and 1936 were an important factor. A year without much change followed and then a sharp rise between the fall of 1937 and the spring of 1939.

Geographically, too, there have been shifts. Much of the milk in Eastern dairy areas is sold as fluid

Classification Percentages June, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A".....	60.1	35	4.9	
" " "B".....	50.2	44.9	4.9	
Baldwin Dairies "A".....	70	7	23	
" " "B".....	65	12	23	
Blue Hen Farms.....	61	7.9	31.1	
Breuninger Dairies.....	75	12	13	
Clover Dairy.....	59.47	10.45	30.08	45% of Prod.
Eachus Dairy.....	82.35	10.49	7.16	
Fraims Dairies.....	70.13	10.41	19.46	
Gross Dairies.....	75.75	24.25		
Harbison Dairies.....	77	12	11	82% of Class I
Peter Hernig.....	40	60		
Martin Century Farms (1-15).....	81.57	(1)18.43		67.48% Prod.
Meyers Dairies.....	70	30		80% of Prod.
Missimer Dairies.....	63.85	14.36	21.79	
Mosebach Dairies.....	54.68	8.71	(2)	53.87% Prod.
Mt. Union Sanitary (1-15).....	73	4	23	
" " (16-30).....	84	4	12	
Scott-Powell.....	55	35	10	70% of Prod.
Stegmeier, Clayton.....	49	3	48	
Supplee-Wills-Jones.....	55.64	30.97(3)	13.39	88.06% Class I
Sypherd's Dairy.....	74	8.6	17.4	
Turner & Wescott.....	51	49		
Wawa Dairies.....	62	16	22	
Williamsburg Dairy (1-15).....	91	9		
" " (16-30).....	91	9		

NEW JERSEY

	Norm	Cream	Excess
Abbotts Dairies.....	100		Balance
Castanea Dairy "A".....	95% of norm	Balance	68% of Excess
" " "B".....	81% of norm	Balance	68% of Excess
Scott-Powell Dairies.....	(4)100		Balance
Supplee-Wills-Jones.....	100		Balance

- (1) Martin Century paid in June, Class I, 64.76% at \$2.79, and 16.81% at \$2.98; Class II, 14.63% at \$1.36, and 3.80% at \$1.40. (Prices are for 4% Grade "B" milk, fob. Lansdale.)
- (2) 30.38% listed as New York surplus; 6.23% as Class V.
- (3) Pennsylvania producers were paid Class III price on 11.63% and Class VII price on 1.76%.
- (4) "A" bonus paid on 57.8% of norm.

Feed Price Summary For July, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	July, 1939	June, 1939	July, 1938	% Change July, 1939 compared with	
	(\$ per T.)	(\$ per T.)	(\$ per T.)	June, 1939	July, 1938
Wheat Bran.....	27.92	29.47	27.25	-5.26	+2.46
Cottonseed Meal 41%.....	36.29	36.55	36.31	-.71	-.06
Gluten Feed 23%.....	28.45	28.81	30.17	-1.25	-5.70
Linseed Meal 34%.....	47.49	48.59	48.56	-2.26	-2.20
Corn Meal.....	29.33	29.35	31.00	-.07	-5.39
Mixed Dairy Rations: 16%.....	29.35	30.24	30.06	-2.94	-2.36
24%.....	35.29	35.29	35.67	00.00	-1.07
32%.....	38.36	38.72	38.57	-.93	-.54
Brewer's Grains.....	25.86	26.33	28.12	-1.79	-8.04

milk. The leading butter-producing States are Minnesota, Iowa, and Wisconsin. These account for more than a third of all the creamery butter. In the 1930 to 1933 expansion these States lagged. The increase of 12 percent in butter making in the country as a whole included only a 5-percent increase in these three States. But in the expansion of the last 18 months, this area of intensive dairying is keeping pace with the rest of the country.

"Now, sir," the prosecutor stormed at the defendant, "I'll ask you if you weren't convicted on the twentieth of March, 1926, on the charge of bootlegging?"

"Oh, yes," the prisoner admitted with assurance, smiling in a friendly way at the jury, "but I ain't got you for my lawyer this time."

The only difference between stepping stones and stumbling blocks is the way you use them.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

June Averages and June and July Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in June	Class I Price June and July	Class II Price June	Class III Price July
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.40	\$1.39
Abbotts Dairies, Inc.....	Coudersport, Pa.....	1.84	2.38	1.32	1.31
" " ".....	Curryville, Pa.....	1.89	2.47	1.33	1.32
" " ".....	Easton, Md.....	1.94	2.56	1.34	1.33
" " ".....	Goshen, Pa.....	2.10	2.63	1.35	1.34
" " ".....	Kelton, Pa.....	2.12	2.65	1.36	1.35
" " ".....	Oxford, Pa.....	2.12	2.65	1.36	1.35
" " ".....	Port Allegany, Pa.....	1.84	2.38	1.32	1.31
" " ".....	Spring Creek, Pa.....	1.81	2.34	1.31	1.30
Avondale Farms.....	Bethlehem, Pa.....	1.85-1.87			
Blue Hen Farms.....	Wilmington, Del.....	2.13	2.77	1.54	1.53
Breuninger Dairies.....	Richlandtown, Pa.....	2.26	2.62	1.35	1.34
Centerville Producers' Co-op.....	Centerville, Md.....	1.75			
Clover Dairy Company.....	Wilmington, Del.....	2.12	2.77	1.54	1.53
Delchester Farms.....	Edgemont, Pa.....	2.31	2.98	1.40	1.39
Duncan's Dairy.....	Springfield, Pa.....	2.60	2.98	1.40	1.39
Eachus Dairy.....	West Chester, Pa.....	2.67	†2.85	1.25	1.24
Everett Milk & Ice Cream Co.....	Everett, Pa.....	1.84			
Fraims Dairies.....	Wilmington, Del.....	2.30	2.77	1.54	1.53
Harbison Dairies.....	Brandtsville, Pa.....	2.29	2.62	1.35	1.34
" " ".....	Byers, Pa.....	2.29	2.62	1.35	1.34
" " ".....	Carlisle, Pa.....	2.29	2.62	1.35	1.34
" " ".....	Hurlock, Md.....	2.25	2.56	1.34	1.33
" " ".....	Kimberton, Pa.....	2.29	2.62	1.35	1.34
" " ".....	Massey, Md.....	2.26	2.58	1.34	1.33
" " ".....	Millville, Pa.....	2.20	2.50	1.34	1.33
" " ".....	Rushland, Pa.....	2.29	2.62	1.35	1.34
" " ".....	Sudlersville, Md.....	2.26	2.58	1.34	1.33
" " ".....	Altoona, Pa.....	—	†2.96	1.25	1.24
Harshbarger, J. E.....	Boiling Springs, Pa.....	1.85	2.58	1.35	1.34
Hernig, Peter.....	Greencastle, Pa.....	1.55-1.55			
Hershey Creamery.....	Shippensburg, Pa.....	—1.30			
Hershey Chocolate.....	Doe Run, Pa.....	2.09	†2.85	1.25	1.24
Highland Dairy Co.....	Altoona, Pa.....	—	†2.96	1.25	1.24
Hoffman's Dairy.....	Huntingdon, Pa.....	1.76	†2.85	1.25	1.24
" " ".....	Woodlyn, Pa.....	2.60	2.98	1.40	1.39
Johnson, J. Ward.....	Altoona, Pa.....	—	†2.96	1.25	1.24
Keith's Dairy.....	Lansdale, Pa.....	2.55	2.98	1.40	1.39
Martin Century Farms.....	Chester, Pa.....	2.60	2.98	1.40	1.39
Miller-Flounders.....	Mt. Union, Pa.....	2.40-2.60	†2.85	1.25	1.24
Mount Union Sanitary Milk Co.....	Bethlehem, Pa.....	2.29			
Mowrer's Dairy.....	Jeffersonville, Pa.....	—	2.98	1.40	1.39
Nelson Dairy.....	Doylestown, Pa.....	—	2.98	1.40	1.39
Pebble Hill Dairy.....	Cresson, Pa.....	1.92	†2.96	1.25	1.24
Penn Cress Ice Cream Co.....	Clayton, Del.....	2.00	2.60	1.34	1.33
Scott-Powell Dairies.....	New Holland, Pa.....	2.04	2.66	1.36	1.35
" " ".....	Pottstown, Pa.....	2.07	2.71	1.36	1.35
" " ".....	Rising Sun, Md.....	1.92	2.44	1.34	1.33
" " ".....	Snow Hill, Md.....	2.02	(\$2.02 for all milk in June)		
Sheffield Condensed Milk Co.....	Tamaqua, Pa.....	2.08	†2.96	1.25	1.24
Stegmeier, Clayton.....	Bedford, Pa.....	1.92	2.47	1.33	1.32
Supplee-Wills-Jones.....	Centerville, Pa.....	1.85	2.34	1.31	1.30
" " ".....	Chambersburg, Pa.....	1.97	2.55	1.34	1.33
" " ".....	Hagerstown, Md.....	1.94	2.49	1.34	1.33
" " ".....	Harrington, Del.....	1.99	2.58	1.34	1.33
" " ".....	Huntingdon, Pa.....	1.96	2.53	1.34	1.33
" " ".....	Leaman Place, Pa.....	2.04	2.67	1.36	1.35
" " ".....	Lewistown, Pa.....	1.97	2.55	1.34	1.33
" " ".....	Mercersburg, Pa.....	1.97	2.55	1.34	1.33
" " ".....	Mt. Pleasant, Del.....	1.99	2.58	1.34	1.33
" " ".....	Nassau, Del.....	1.97	2.55	1.34	1.33
" " ".....	Princess Anne, Md.....	1.93	2.47	1.34	1.33
" " ".....	Townsend, Del.....	1.99	2.58	1.34	1.33
" " ".....	Waynesboro, Pa.....	1.97	2.55	1.34	1.33
" " ".....	Worton, Md.....	1.99	2.58	1.34	1.33
Sylvan Seal (Del. only).....	F. O. B. Farm.....	1.99			
Turner & Wescott.....	Glen Roy, Pa.....	2.02	2.65	1.36	1.35
Waple Dairies.....	Tyrone, Pa.....	2.47	†2.85	1.25	1.24
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.11	2.98	1.40	1.39
Ziegler Dairy Co.....	Reading, Pa.....	—	†2.85	1.25	1.24



Warren L. Eby, Gordonville, Pa., introduces Breezy Glen Coley Korndyke De-Kol, No. 1054385, whose lifetime production record is 143,047 pounds of milk and 4824.8 pounds of butterfat and still producing. Picture sent by Luke W. Martin, Goodville, Pa.

Secondary Markets

TRENTON

At the end of July we find milk market conditions improving to some extent with the supply still keeping ahead of consumer demand and slightly greater on a daily basis than a year ago.

However, some of the smaller milk dealers are looking for additional dairies to supplement their present supply.

The ten percent reduction in norms used from March through June was removed on July 1, and producers shipping to cooperating dealers now are back on their regular norms.

The Trenton Inter-State Milk Marketing Committee recently requested of the New Jersey Milk Control Board that the 14 cent reduction on the price of norm milk be restored to producers as soon as conditions may warrant, returning the norm price to \$2.76 at the farm.

The recent extremely hot and dry weather has burned up pastures and local producers are now feeding silage and extra concentrates, adding materially to cost of production; in fact, producers are using their winter supply of roughage now and when winter comes many may face a severe shortage of silage and hay.

LANCASTER

The extremely dry weather during July has definitely affected pasture and feed crops in Lancaster county. There has been sufficient milk, however, to take care of the market needs and the milk of all members has been moving to market regularly.

Weather conditions and changing feed conditions have affected butterfat tests as well as production. Market Manager C. E. Cowan urges members who desire special

testing and other marketing services to get in touch with the Lancaster office of the secondary market, Room 202, Postoffice Building, and their requests will be given prompt attention.

Although hearings have been held and new orders have been issued for some Pennsylvania markets the price of milk of each class used in the Lancaster markets remains the same as under Order A33, which became effective January 17.

The Class I price is \$2.85 for 4 percent milk, the Class II and Class III prices fluctuating according to the butter price and for July were \$1.24 and \$1.00 respectively. The price of that part of the milk sold in the New York area during July was \$2.00 for Class I and \$1.50 for Class IIA, the blended New York price depending upon utilization. The August prices in New York for these classes are \$2.25 and \$1.55 respectively for 3.5 percent milk, 20 cents higher for 4 percent milk.

WILMINGTON

The supply of milk in the Wilmington area continues ample for the needs of the market although one manufacturing dealer is bringing in milk for hotel and restaurant trade.

The weighted average price shows a slight increase in June over May. One dealer's price was 5 cents per 100 pounds higher and another dealer's price was 2 cents higher. This improvement was due primarily to the higher percentage of Class I milk.

The Wilmington Board of Health has appointed Robert Gray as full time inspector of dairy farms shipping milk to Wilmington. During Mr. Gray's previous work as inspector of restaurants and food handling places in Wilmington, a marked improvement in conditions was accomplished.

The Wilmington market committee and market manager ask

that all members cooperate with Mr. Gray in his work, as his duty is to protect the quality of milk and assure Wilmington consumers of getting a uniformly high class product. The market manager is at the service of members who must make changes to meet inspection requirements. Several Wilmington dealers are taking sediment tests of their supply at frequent intervals.

Poison Plants Endanger Livestock

The loss of livestock from the eating of poisonous plants is always greater in dry, hot weather, which causes scanty pastures, than when there is plenty of rainfall and the pastures are in good growing condition. Within the past few weeks a number of reports have come to the Department of Agriculture concerning plant poisoning of hogs and cattle.

One of the very worst of these poisonous plants is water hemlock (*Cicuta maculata*). This is not a tree or shrub as the name "hemlock" might imply. It is a herbaceous plant belonging to the same family of plants as the Queen Anne's lace or wild carrot, which is known by nearly everyone.

About a year ago a farmer in Columbia County lost in a few weeks three head of horses worth at least \$500, all because a small enclosure where he allowed the horses to graze for a little while in the evening when he stopped work was polluted with water hemlock. Indeed there was sufficient water hemlock on about a quarter of an acre to kill more than a hundred horses. Such reports come to the Department of Agriculture when it is too late, when the animals are usually dead.

All farmers should try to know at sight a few of the most poisonous plants and thus try to prevent poisoning. Very often when the symptoms of poisoning are noticed it is too late to save the animal.

Among the worst poisonous plants of the state are water hemlock (*Cicuta maculata*), poison hemlock (*Conium maculatum*), wild black cherry (*Prunus serotina*), bracken fern (*Pteridium latiusculum*), mountain laurel (*Kalmia latifolia*), and white snakeroot (*Eupatorium urticifolium*).

All of these plants with many others are discussed in a bulletin entitled "Poisonous Plants of Pennsylvania." This bulletin, which is free, can be obtained by writing the Pennsylvania Department of Agriculture, Harrisburg.

Flattery is 90 percent soap, and soap is 90 percent lye.

A Page For Inter-State Women

Farm Women Have Keen Interest In "Rural Life" Conference

IT IS A LONG WAY to State College but I would like to attend the rural life conference. What will I get from it? What programs will be of most interest and value to me and other farm women? Will the conference be interesting to my husband and, especially, to the young folks in this community who are showing qualities of leadership? These are questions being asked by farm and other rural women as the time for the American Country Life meetings draws nearer.

The answer to these questions will vary as greatly as the women themselves vary. What anyone will get from the conference will depend entirely upon her viewpoint. One who has a real interest in her home, who is thinking of it as a place really to live—not just a place to stay—will find much of interest and much food for thought in the various sessions.

Rural Home Sessions

The day devoted to the rural home, Friday, September 1, will be of especial interest. The theme for the day is Art and the Rural Home. The several topics for consideration are to be discussed not theoretically but the discussions will deal directly with the rural home and its surroundings. They deal with problems that may influence not only the home but the community as well. Through the discussion of these topics will come an interchange of ideas with rural homemakers from Ohio, Kentucky, Maryland, New York, West Virginia, Delaware and Pennsylvania as well as others. Knowing that others have the same problems and hearing what they are doing to solve them gives new enthusiasm for one's own job.

The terms caterer, interior decorator, stylist, accountant, manager and social director may seem to many to be commercial terms and to have no real connection with the farm woman. Every homemaker must be many persons in one. She must be a caterer and dietitian furnishing nutritious and attractive food to her family; an interior decorator making her home one of comfort and beauty; a stylist and

The American Country Life Association, a national organization of educators, leading farmers and others interested in making and keeping family and community life on the farm attractive and wholesome, meets at State College, Pennsylvania, August 30 to September 2. This article by Dr. M. E. John, rural sociologist at Pennsylvania State College, outlines a few of the high lights of the 4-day program. A complete printed program may be obtained by writing to the central office of the American Country Life Association, 297 Fourth Ave., New York City.

perhaps at times a dressmaker helping to select or even make the wearing apparel of her family; a manager making the work of the home run smoothly; an accountant budgeting time and energy as well as money; a social director making of her home a pleasant place in which to live and a place to which friends of every member of the family enjoy coming. Even this does not cover the responsibilities of the homemaker but it is indicative of the range of knowledge and the tact and ability it is necessary for her to have.

Art and the Rural Home

Is it possible to make an art of our daily work? If so, what effect will it have on your own daily life? And will the effect reach beyond you to other members of the family?

Is it possible for the farm woman to do interior decorating, which is just another name for home furnishing? How will it effect her family, and will it do anything for the community?

Landscaping the farm home grounds will have a vast influence on the neighborhood, but it will have an influence much more far reaching than the community. What does the surroundings of a farm tell you of the people living in that home?

And then The Art of Leisure! Most farm women feel they have little of that. Through the discussions it may be that opportunities for leisure will be brought to light as well as ways of using that leisure.

Messages from other Countries

A Canadian representative of the Federated Women's Institutes of that country will bring a message from the women of Canada, telling what they are doing there to make

their rural homes more efficient and more comfortable.

Just recently there was held in London a meeting of The Associated Country Women of the World. Here were representative women from all countries. Many women from the United States attended. A point many times brought out at those meetings and much emphasized was that among all those women there was a unity of work and of thought.

Among those who attended from the United States, was Miss Grace Frysinger, a vice president of the association. Everyone who has attended previous meetings of the Country Life Association knows Miss Frysinger and will be glad to hear about the London meeting from her.

Diversified Program

Other problems to be considered are those of the school, the church and the college, in all of which the homemaker has a deep interest.

Nationally known recreation leaders will be in attendance during the entire session and will be a great help to the homemaker in her job as social director for the family.

Material help for our everyday work is important but there is another viewpoint by which we may judge the helpfulness of any meeting and that is the inspirational value. Mingling with other homemakers, making new friendships and broadening the horizon, all have an inspirational value which cannot be overestimated.

The business race is always won by a head.

There is no meter on kindness. You can use as much as you like and it won't cost you a cent.

Adults Need More Milk

"Pint a Day" Standard Seldom Reached

DO YOUNG business women select their food wisely? Or do their diets, like those of the average American family, show unfortunate lack of the minerals and vitamins so essential to health?

An interesting survey has been carried out in Chicago in an attempt to answer this question, reports the National Dairy Council. Questionnaires were filled in by 400 young women, on which they recorded what they had eaten at each meal and between meals for the preceding twenty-four hours.

The amounts of milk consumed, as shown by the meal records, were compared with the minimum of a pint of milk which is generally accepted by nutritionists as the adult's daily requirement.

It was found that only 93, or less than one-fourth of the 400 girls consumed a pint of milk daily. Half of the total number, or 202 girls, had no milk at all; and 105 reported that they had one glass of milk.

The use of other dairy products was correspondingly low. Since a serving of cheese, ice cream, milk soup, pudding or other food made with milk contains approximately one-quarter cup of milk, this amount was added to the diets of 90 girls who consumed less than one pint of milk as a beverage.

This still leaves over three-quarters of the total number of young women with inadequate amounts of dairy products, and therefore of calcium for bone and teeth preservation and protection.

Nation-wide surveys have shown that calcium is the element most often lacking in the average American diet. The reason for this is to be found in the low per capita consumption of milk in this country, for milk and its products are the only practical sources of calcium.

The United States Public Health Service has recently published a bulletin which shows the consumption of fluid milk, cream and buttermilk in cities of over 1,000 population in various parts of the United States in 1936. The average for all cities of this size was only 0.73 pint per capita per day. The New England states ranked highest with 0.87 pint, and the Southern states lowest with only 0.44 pint per capita per day.

When we remember that a pint of milk per day is the lowest amount which nutritionists consider ade-

This young lady serves milk when she holds a "tea" for her dolls. Picture sent by Mary Margaret Lynch, Chatham, Pa.



quate to meet the calcium requirements even for adults, and that the needs of children are much higher, it is obvious that the milk consumption of thousands of families and individuals in the United States must be well below the amount needed for building and maintaining strong bodies.

Many ailments commonly associated with "growing old" can be prevented by a diet which contains large quantities of milk, and is therefore rich in calcium, says the National Dairy Council. Loss of vigor and premature old age can often be traced to calcium deficiency. The bones need a constant supply of calcium, the mineral which makes them hard and strong, in order to prevent such disabilities as fractures of the vertebrae and extreme bowing of the spine which is often sufficient to diminish a person's height considerably.

The habit of drinking milk with every meal is one which results in better health and longer life.

A celebrated Irish lawyer, joking with his friend, Father O'Keefe, said:

"Father, I wish you were St. Peter and had the keys of heaven, for then you could let me in."

The witty priest replied: "Better for you if I had the keys of the other place—for then I could let you out."

We have but to toil a while, endure a while, believe always, and never turn back.

Care in Making Gives Good, Smooth Ice Cream

Smooth body and texture in home-made ice cream are not matters of accident but can be controlled readily if care is used in freezing, says I. E. Parkin, Extension Specialist in Dairy Manufacturing at Pennsylvania State College. Start by cracking the ice as finely as possible. A burlap bag is a good container for use in crushing ice.

Fill the compartment of the freezer around the cream container with a mixture of one part salt to four or five parts ice. After the freezer is filled, pour in sufficient cold water to bring the water in the salt and ice mixture up to the level of the overflow. Ice must melt to absorb heat from the cream in the container in order to freeze it, and the addition of water to the salt and ice mixture hastens this process.

Start to turn the freezer slowly and continue to turn it slowly for seven to nine minutes. Complete the process of freezing with more rapid turning of the crank. The entire freezing time should be 12 to 15 minutes, ice cream being sufficiently well frozen for packing as soon as it will stand up and hold its shape on a spoon.

Drunk (to splendidly uniformed bystander): "Shay, call me a cab, will ya?"

Uniformed Bystander: "My good man, I am not the doorman; I am a naval officer."

Drunk: "Aw right, then call me a boat, I gotta get home."

Our Dairy Appetites

The average American citizen consumes 153 quarts of milk each year, according to I. E. Parkin, extension dairymen with the Pennsylvania State College. In addition he consumes 17 pounds of butter, 5 3/4 pounds of cheese, 2 gallons of ice cream and 15 pounds of canned milk.

Professor Parkin states that careful estimates show that if the consumption of milk and dairy products were increased 5 percent, the annual cash income of dairymen would be increased \$90,000,000. It is also estimated that if everyone over five years of age would drink an extra glass of milk each day, it would add more than \$514,000,000 to the annual farm cash income from milk, about a 36 percent increase.

Medal Winners

Gold medals and cash awards of \$1,000 each have been given to Dr. S. L. Tuckey, of the University of Illinois, and Ralph E. Hodgson, of the Western Washington Experiment Station, for outstanding research work in dairying. Both these men who are in their early thirties have performed brilliant scientific accomplishments. Dr. Tuckey who received his scientific training at the University of Illinois won his award for research in dairy manufacturing. Professor Hodgson, who received degrees both from the University of Wisconsin and Kansas State College, specialized in problems concerned with the production of milk.

The awards to the scientists were given by Borden Company, similar awards being made annually.

Keeping More Records

There are 1,058 registered Guernsey cattle breeders in the country keeping official production records of their cows, according to Karl B. Musser, secretary of The American Guernsey Cattle Club. This, it is stated, is a record for any breeders' association.

Musser states that four out of five of these breeders are now testing all animals of milking age. In addition three out of four breeders are following a plan of testing which requires a preliminary milking previous to the start of the 24 or 48 hour testing period.

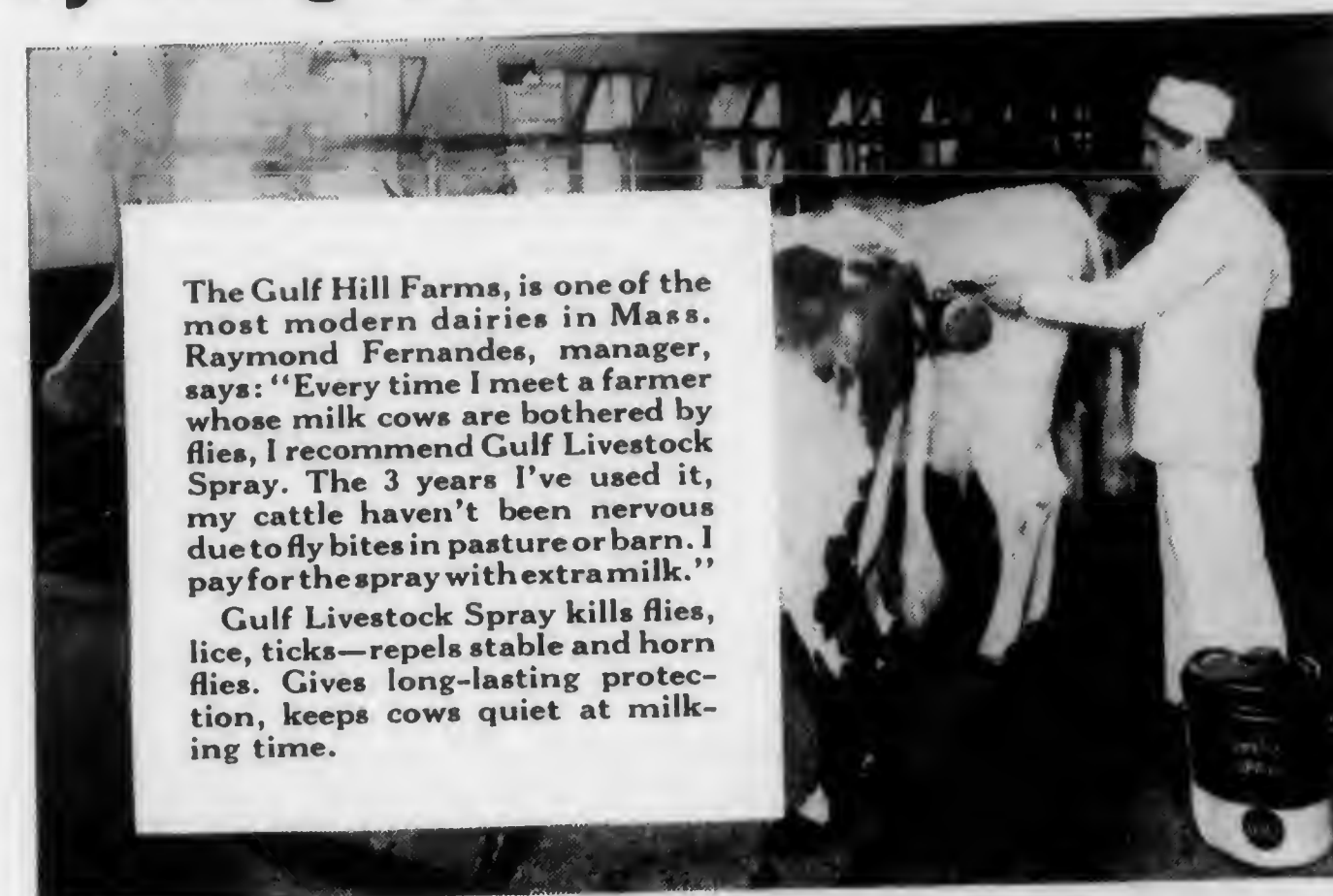
The report states that official production records have been made on 55,932 Guernsey cows which averaged 10,108 pounds of milk and 502.8 pounds of butterfat.

Frosh: "Got a minute to spare?"

Soph: "Sure."

Frosh: "Tell me all you know."

Leading dairy boosts milk output by using GULF LIVESTOCK SPRAY



ECONOMICAL. "We have no hesitancy in saying Gulf Livestock Spray is the best we've ever used. Its 'higher kill' protects our cows for a longer period than any other spray." This statement by Dr. R. C. Roueche, manager of the Telling-Belle-Vernon Co.'s 355-head dairy farm near Cleveland, is echoed by thousands of dairymen who like Gulf Livestock Spray's economy.



SO MILD you can even gargle it without harming the membranes of your mouth and throat. It can't blister an animal or make its hair fall out. It improves the bloom of a cow's coat.



NO TAINT. J. R. McAlister, Flinchville, Ky., writes: "I have used Gulf Livestock Spray for 2 years and I have never known it to leave a trace of taste or odor in the milk."

SATISFACTION GUARANTEED OR YOUR MONEY BACK

FREE! Farm and Ranch Bulletin, Second Edition, of the Gulf Research and Development Co.: "External Parasites that Attack Cattle, Sheep, Goats, Horses, Mules, Hogs, Dogs, and Poultry." Write Gulf Oil Corp., Gulf Refining Co., Petroleum Specialties Div., Pittsburgh, Pa.

NEW ECONOMY SIZE
2-gallon \$1.99
can, only
Also in 5 and 1 gallon sizes and in drums.



GULF LIVESTOCK SPRAY

When buying products advertised on these pages, please mention that you saw the advertisement in the Milk Producers' Review

Interference With Co-ops

Stopped By Trade Commission

ORDERS TO "cease and desist" were issued by the Federal Trade Commission against Gold Medal Farms, Inc., a New York milk distributor, and two of its employed officials. These orders directed them to stop certain unfair competitive practices in connection with the purchase of milk from producers in the New York milk shed.

The order directs that they discontinue deceiving, coercing or intimidating New York or Vermont producers from whom they purchase or receive or may hereafter purchase or receive milk, in the efforts of such producers to form producer-controlled cooperatives; that they cease threatening reprisals or interfering in any way with the organization of cooperative associations of milk producers; that they discontinue disparaging and misrepresenting producers' cooperative bargaining agencies, and cease controlling or dominating the Washington and Rensselaer Counties Producers' Cooperative Association, Inc., or any other producers' cooperative associations.

This firm operates a plant at Buskirk, N. Y., from which it obtains its supply for its New York City trade. Findings are that Joseph Fromm, general manager of Gold Medal Farms, and Paul Steffin, superintendent of the Buskirk station, control the policies of Gold Medal Farms in its relations with milk producing patrons.

CASH PRIZES

for

PICTURES

Entered in the Review
Picture Contest

Prizes:

\$5.00 if picture is used on front page. \$1.00 if used on inside page.

Open to:

Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of picture:

Clear, sharp outlines; attractive background. Farm subject that will interest others on its merits.

Description of picture (brief).

Identification of sender.

(Unused pictures will be returned).

The investigation of the Federal Commission included the efforts to stabilize the New York milk market and the purposes of the legislation enabling joint action among various producer groups. In this report the Commission stated that efforts of the Producers' Bargaining Agency to help farmers form and maintain local cooperatives which could join the Bargaining Agency met with dealer opposition, and that at meetings held during 1937 the officials of the company named did their utmost to prevent producers selling to them from forming a producer-controlled cooperative which could become affiliated with the Producers' Bargaining Agency. The representatives of this firm were found to have harangued producers with arguments against forming a cooperative, making false and disparaging statements concerning the Agency, its members, its objectives and the character of its representatives. These activities put producers in fear of losing the Gold Medal Farms as a market for their milk if they formed such a cooperative.

Misrepresentations

The Trade Commission also found that the representatives of this firm made statements that the Producers' Agency was dominated by the Dairymen's League and that the League's certificates of indebtedness were worthless. The findings showed that both of these statements were misrepresentations. It was also found that the Gold Medal Farms held out to producers exaggerated promises of higher prices by not forming their own cooperative and that more than 400 patrons of this firm did join the Washington and Rensselaer Cooperative but that they had little, if any, voice in its management.

The report states further: "These acts and practices, the Commission finds, have a tendency to coerce, intimidate and deceive Vermont and New York producers selling to Gold Medal Farms, and have prevented them from exercising their free choice in deciding whether or not to form a producer-controlled cooperative association to join the Agency, thereby depriving such producers of the higher prices which would normally result from a single selling agency in control of all milk produced in the New York milk shed, and giving Gold Medal Farms, Inc., a competitive advantage over dealers

who do not so unfairly interfere with their producers. These acts and practices are found to have a tendency to encourage unfair competition among dealers and to reduce the price paid by them to their producers for milk below the cost of production, and thus to threaten the quality and quantity of milk deemed suitable for consumption in the New York metropolitan milk market, with resulting injury to the consuming public.

Seven Counts Listed

"The respondents are ordered to cease and desist from (1) deceiving, coercing or intimidating any milk producers from whom they purchase or receive, or may hereafter purchase or receive, milk, with the intent or result of preventing such producers from organizing, joining or becoming affiliated with any milk producers' cooperative association; (2) deceiving, coercing or intimidating such producers with the intent or result of causing such producers to assist in organizing, joining or becoming affiliated with any milk producers cooperative organization; (3) threatening reprisals against any such producers, as a penalty for attempting to assist in forming any milk producers' cooperative organization; (4) interfering by means of deception, coercion or intimidation with the free and unimpeded exercise of choice by such producers, in their determination; (5) interfering with the free and unimpeded choice of any milk producers' cooperative association in its determination of whether it shall become affiliated in any manner or form with the Metropolitan Cooperative Producers' Bargaining Agency, Inc., or any other cooperative agency authorized by law; (6) making or causing to be made any false or disparaging statements concerning the Metropolitan Cooperative Milk Producers' Bargaining Agency, Inc., or any other lawfully organized cooperative, and (7) controlling, dominating, or interfering in any manner with the organization, management, control or operation of the Washington and Rensselaer Counties Producers' Cooperative Association, Inc., or any other milk producers' cooperative association or agency authorized by law, with the purpose, intent or result of preventing the producer-members, officers or directors of such a cooperative from exercising their free and unimpeded judgment as to its organization, management, control or operation."

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during June, 1939.

Farm Calls	1553
Non-Farm Calls	370
Butterfat Tests	4775
Plants Investigated (first half June)	25
(second half June)	21
Herd Samples Tested	878
Brom-Thymol Tests	112
Sediment Tests	4
Microscopic Examinations	26
Membership Solicitation	331
New Members Signed	50
Local Meetings	1
Attendance	20
District Meetings	2
Attendance	22
Committee Meetings	10
Attendance	103
Other Meetings	7
Attendance	669

4-H Dairy Clubs Interest More Rural Youth in N. J.

A total of 482 New Jersey 4-H Club members, including 92 girls, chose dairying as a means of training for farm leadership last year, an increase of 14 per cent over the 1937 4-H dairy club enrollment, reports Professor E. J. Perry, extension dairyman at the State College of Agriculture.

This survey also shows that the number of dairy animals owned by New Jersey 4-H Club members increased last year from 526 to 655, or 24 percent, and that more than half the club members are obtaining their records of butterfat production through the dairy herd improvement associations in which their fathers are enrolled. The 1938 state average of butterfat yield of 4-H Club-owned cows was approximately 357 pounds, while the average cow in New Jersey's herd improvement associations produced 326 pounds of butterfat during the year.

Young dairymen in 4-H Club work also keep records on costs, and many have made substantial profits. One boy in Monmouth County plans to pay most of his way through college on earnings of the herd he and his brother own. "Financial gains are subordinated, however," Professor Perry said, "in favor of leadership training and promotion of cooperation through county shows, judging contests and other 4-H activities. Cooperation is badly needed in all phases of agriculture, but it is on the increase through newer developments in milk marketing, cooperative breeding and testing for production. Dairy club work gives young people first hand experience in working cooperatively."

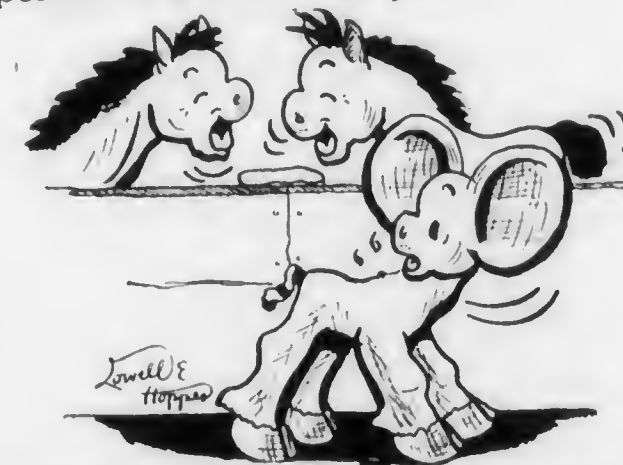
Bang Disease Control

Proper herd management is essential to success in preventing herds from becoming infected with Bang disease. This disease, caused by a germ known as *Brucella abortus*, cannot occur unless the cause and susceptible animals are, in one or another way, brought into contact with each other. With proper herd management this should not occur.

Herds become infected usually through the improper addition of animals from other herds. They may become infected through contacts of animals in the herd with others whose health status has not been determined, by exhibition at fairs, shows, sales stables, by pasturing with other cattle, and by taking to a neighbor's herd to be bred. Other possible sources of infection are contaminated materials, such as feed bags; contaminated vehicles, such as trucks used for hauling livestock; other animals and visitors to the farm.

The repeated application of the blood test, followed by immediate removal of reactor animals, is only part of the program necessary to eliminate Bang disease in infected herds. Sanitation and disinfection are also necessary. Isolation facilities should be available for all animals showing suspicious symptoms. Use should be made of properly cleaned and disinfected maternity stalls, and litter from these stalls should be disinfected.

In actively infected herds, breeding of all animals should be delayed for a time, and where facilities are available the herd should be separated into bred and unbred groups. It is unwise to make herd additions while an active outbreak of the disease is going through the herd, since healthy animals will become infected when placed in contact with ill animals. Pregnant animals in the process of addition to any herd, other than animals from Bang disease free certified herds, should be held in isolation until negative blood test results have been obtained after the animal has given birth to a normal calf. No herd should be considered free from Bang disease until all animals have given negative results to repeated blood tests covering a period of at least one year.



"Here's a likely lookin' milk producer, if she ain't a he!"

HERE'S CHEAP REJECT INSURANCE!

STERILIZE UTENSILS WITH

Your home and barn are insured against fire, storm and other damages. Now you can insure your milk against "Rejects", "Shut-offs" and "Degrading". Simply sterilize your utensils with DIVERSOL. It's cheap insurance. DIVERSOL dissolves instantly in water... kills milk-spoiling germs quickly without rusting utensils.



Order from your dairy today... a single reject may cost you more than a year's supply of DIVERSOL.

THE DIVERSEY CORPORATION

53 W. Jackson Blvd.

Chicago



Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

DAIRY CATTLE

GUERNSEYS. Breeder will loan promising bull calves from proven strains to responsible dairymen who desire to improve herds. J. Howard Cliffe, Ivyland, Bucks Co., Pa.

"Now, Jimmy, we're going to take up words. I want you to use the word 'miscellaneous' correctly in a sentence."

"Franklin D. Roosevelt is the head man in this country and miscellaneous the head man in Italy."

—Punch.

The fourth annual meeting of YOUR COOPERATIVE will be held in Philadelphia, November 22-23.

Caller—"Won't you walk as far as the street car with me Tommy?" Tommy—"Nome, I can't." Caller—"Why not?" Tommy—"Cause we're gonna eat dinner soon's you're gone."

Consumption Is Increasing

Extra Production Finds Outlets

CONDITIONS throughout the Philadelphia market and secondary markets within the milk shed continue satisfactory. Production has been ample to meet the needs but has not been burdensome at any time, it being possible to move an occasional excess supply with little difficulty.

The cream market has shown minor fluctuations during the past few weeks, weakening slightly during the comparatively cool weather in the third week of July. Prices that week were \$14.50 per 40-quart can of 40 percent cream which meets Pennsylvania, New Jersey, Newark, and Lower Merion Township inspections, while cream meeting only the Newark and New Jersey state inspections was quoted at \$14.00 and cream meeting only Pennsylvania inspection was quoted at \$13.00. The difference in value between the extremes of these quotations is equivalent to approximately 18 cents per 100 pounds of 4 percent milk.

Daily average deliveries per farm were 260 pounds in June, this being a 10-pound drop from the May production and a 5-pound increase over the daily delivery in June, 1938.

Consumption of milk and milk products, according to a recent report of the Bureau of Agricultural Economics, is now greater than it was a year ago, both with relation to total consumption and the percentage of current production being consumed. The consumption of manufactured dairy products is now the highest on record.

Milk production on July 1, the USDA reports, was 2 percent greater than a year earlier and is a record for that date. This situation prevailed over practically the entire country. There was a very slight increase in number of milk cows reported as of the same date.

Pasture conditions in the Philadelphia milk shed have not been up to normal this spring and summer and during the dry weather of July the pasture quality dropped rapidly. Over the country as a whole, however, and especially in the central states, pasture conditions showed a marked improvement in June and were reported as somewhat above average. This situation, together with good growing weather in most dairy states, indicates the possibility of slightly lower feed prices next winter. This, however, will not likely be sufficient to balance the probable decreased supplies of

home-grown feeds within the milk shed.

Milk prices in the Philadelphia milk shed remain unchanged from previous months. Increases of 65 cents per hundred pounds of Class I milk have been authorized for the Scranton market and 40 cents for the Pittsburgh market, effective August 1. In other markets of the country, as reported by the USDA, we find increases in New York due to the restoration of the marketing order on July 1, and in Buffalo also due to the restoration of the state marketing order on the same day. The estimated increased price on all milk in New York, for July over June, is about 35 to 40 cents per hundred, with most of this being due to higher prices for fluid milk and fluid cream. The Class I increase at Buffalo was 65 cents per hundred pounds.

Retail price increases of 1 1/2 cents at New York and 1 cent at Buffalo took place at the same time. The Los Angeles, California, market went up 21 cents per hundred to producers and 1 cent per quart to consumers. A decrease of 20 cents occurred at Rochester, N. Y., and at Dallas, Texas, with 1-cent reductions in the consumer price. The Huntington, W. Va., producer price dropped 15 cents, while consumer prices in St. Louis dropped from 13 to 11 cents per quart in June and to 10 cents per quart in July, due largely to the inroads made by the sale of milk in gallon jugs which retailed for 32 cents in July.

Butter production has shown a decrease the past three months as compared with corresponding months of 1938. The June output was estimated at 200 million pounds, which was 1 percent less than a year ago but 3 percent greater than the 1930-37 average for June. Production for six months is 927 million pounds, a 2 percent increase over last year. Sharp decreases in butter production occurred in the New England and Middle Atlantic states.

Cheese production in June also showed a decrease in production from a year earlier but was still well above average for the month. Production for the first six months totaled 259 million pounds, which was 10 percent less than in 1938 but was 20 percent greater than the average for the preceding eight years.

Storage supplies of butter totaled 131 million pounds on July 1,

which was 10 million pounds greater than a year earlier. Of this year's supply, however, only 92 million pounds were held commercially, the remainder being held by the DPMA and FSCC, the latter for relief distribution. The amount of cheese in storage on July 1, was 98 million pounds, which was 16 million pounds less than a year earlier.

Evaporated milk production in June is estimated at 4 percent less than in June, 1938, but, as with other dairy products, was larger than the average of the preceding five years. Evaporated milk output for the first six months was estimated at 1,179 million pounds, which was about 1 percent less than a year ago but 17 percent above the five-year average. The supply of evaporated milk in the hands of manufacturers on July 1 was 292 million pounds, a drop of 17 percent from a year ago and was the smallest July 1 supply since 1936.

The wholesale price in June was \$2.67 per case, a drop of 1 cent from May and 13 cents less than in June, 1938. Prices paid producers by evaporators averaged \$1.13 per 100 pounds of 3.5 percent milk in June, which was 3 cents higher than in May but 2 cents less than June a year ago.

The dry milk situation has shown strength recently. For example, the production of dry skim-milk was 38 million pounds in June as compared with 41 million a year earlier. The supply on hand July 1 was less than 26 million pounds as compared with 59 million a year ago, and represents only 21 days' requirements of commercial users. The price of this product increased from 4.45 cents per pound in May to 4.85 in June which was 0.49 cents per pound higher than in June, 1938.

Milk sales continued to show an increase over a year earlier. The Milk Industry Foundation reports that in June the average gross sales in 136 markets were 6,758,508 quarts, an increase of 5.79 percent over June, 1938. The payrolls of milk companies decreased 0.65 percent and employment 1.79 percent in June, as compared with June, 1938.

Feed prices are showing a downward trend, with slight decreases recorded for all feeds in July as compared with June and with July a year ago, with the exception that wheat bran is slightly higher than it was in 1938. Changes vary from a few cents to \$2.26 per ton on the various items. A tabulation of feed prices appears on page 6.

Date	Philadelphia	New York	Chicago
1	23 1/4 - 24 1/4	23 1/2	23 1/4
2	23 1/4 - 24 1/4	23 1/2	23 1/4
3	23 1/4 - 24 1/4	23 1/2	23 1/4
4	23 1/4 - 24 1/4	23 1/2	23 1/4
5	23 1/4 - 24 1/4	23 1/2	23 1/4
6	23 1/4 - 24 1/4	23 1/2	23 1/4
7	23 1/4 - 24 1/4	23 1/2	23 1/4
8	23 1/4 - 24 1/4	23 1/2	23 1/4
9	23 1/4 - 24 1/4	23 1/2	23 1/4
10	23 1/4 - 24 1/4	23 1/2	23 1/4
11	23 1/4 - 24 1/4	23 1/2	23 1/4
12	23 1/4 - 24 1/4	23 1/2	23 1/4
13	23 1/4 - 24 1/4	23 1/2	23 1/4
14	23 1/4 - 24 1/4	23 1/2	23 1/4
15	23 1/4 - 24 1/4	23 1/2	23 1/4
16	23 1/4 - 24 1/4	23 1/2	23 1/4
17	23 1/4 - 24 1/4	23 1/2	23 1/4
18	23 1/4 - 24 1/4	23 1/2	23 1/4
19	23 1/4 - 24 1/4	23 1/2	23 1/4
20	23 1/4 - 24 1/4	23 1/2	23 1/4
21	23 1/4 - 24 1/4	23 1/2	23 1/4
22	23 1/4 - 24 1/4	23 1/2	23 1/4
23	23 1/4 - 24 1/4	23 1/2	23 1/4
24	23 1/4 - 24 1/4	23 1/2	23 1/4
25	23 1/4 - 24 1/4	23 1/2	23 1/4
26	23 1/4 - 24 1/4	23 1/2	23 1/4
27	23 1/4 - 24 1/4	23 1/2	23 1/4
28	23 1/4 - 24 1/4	23 1/2	23 1/4
29	23 1/4 - 24 1/4	23 1/2	23 1/4
30	23 1/4 - 24 1/4	23 1/2	23 1/4
31	23 1/4 - 24 1/4	23 1/2	23 1/4
Average	24.11	23.78	23.23
June, '39	24.42	24.06	23.65
July, '38	26.09	26.12	25.39

Milk Commission Restores Last Winter's Price Cuts

Effective August 1, new price schedules will prevail in the Scranton and Pittsburgh markets. The Class I price at Scranton had been cut from \$2.80 to \$2.05 per hundred pounds of 4 percent milk on April 1, because of the very unsettled market conditions prevailing there. The IA price (milk for fluid cream) was reduced from \$2.20 to \$1.75 at the same time and the retail price of milk was cut 2 cents per quart. The new order sets the Class I price at \$2.70 and adds 2 cents to the retail price.

In the Pittsburgh market a similar reduction in price was effective on February 10, when the Class I price was reduced from \$3.06 to \$2.30 per hundred pounds and the Class IA price from \$2.22 to \$1.75. There, likewise, a 2-cent per quart reduction in consumer price was ordered.

The new prices in effect at Pittsburgh are \$2.70 for Class I milk and \$2.00 for IA milk and the consumer price was increased 1 cent per quart of milk.

Evidence brought out in the hearings preceding the new price orders indicated that the reductions of last winter and spring failed to stimulate consumption as had been hoped and the net result was a lower income to producers.

The Scranton market, being considered as within the New York milk shed, was affected during the low price period by the demoralized conditions in the New York market, while in Pittsburgh local producers were losing part of their sales to out-of-state milk which was beyond the control of the Pennsylvania Commission.

These price changes restore a 12 cent retail market for Grade B milk in practically all the important markets of the state.

A shallow talker seldom makes a deep impression.

Chlorine Rinse Reduces Bacteria

Many milk producers should appreciate more fully the good work a proper chlorine bactericide will do, and how little it costs to use for bacterial control on milk utensils. It doesn't take many pennies to put all the milk utensils in excellent sanitary condition.

After the utensils have been used, rinse them free of milk solids and then scrub with hot water and a good inorganic washing compound. (Do not use any kind of soap.) Then rinse the utensils further with water hot enough to dry them when they are inverted to drain. Just before use, put them in a chlorine bacteria-killing rinse to cut down the large percentage of bacteria which they may have collected. They are now in an excellent condition to handle the milk.

This practice of bacteria control is very inexpensive. The cost in some instances runs as low as a cent a day. The rewards of good quality milk and low bacteria count are well worth the small extra labor and cost involved in this program. The practice is general at this time on hundreds of thousands of farms, and is approved by milk plants and health officers.

Meeting Calendar

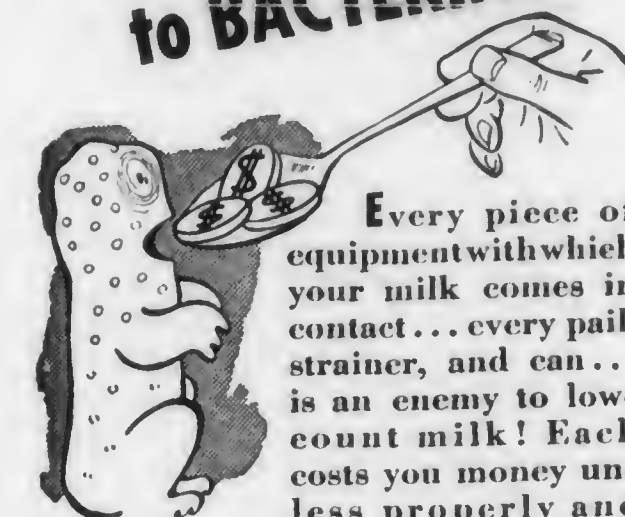
- August 7-11—Institute of Cooperation—Chicago, Ill.
- August 9—Cecil County Farm Bureau and Cecil County Homemakers' Clubs picnic—Crystal Beach Manor, Earleville, Md.
- August 12—National Grange Day at New York World's Fair—Special train from Wilmington and Philadelphia direct to Fair.
- August 15—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
- August 16—Officers and delegates of District 9, 7:30 P.M.—home of J. D. Reynolds, Middletown, Del.
- August 22—Altoona-Huntingdon Inter-State Milk Market Committee—County Agent's office, Hollidaysburg, Pa.
- August 24—Wilmington Inter-State Milk Market Committee—Newark, Del.
- August 30—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
- August 30-September 2—American Country Life Conference—Pennsylvania State College, State College, Pa.
- August 31—New Castle County Pomona Grange Picnic—Deemer Beach (near New Castle, Delaware).
- November 22-23—Annual Meeting, Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

Counsel (to police witness): "But if a man is on his hands and knees in the middle of the road, does that prove he is drunk?"

Policeman: "No, sir, it does not, but this one was trying to roll up the white line."—*Rammer Jammer.*

STOP

Feeding Your Profits to BACTERIA!



Every piece of equipment with which your milk comes in contact... every pail, strainer, and can... is an enemy to low-count milk! Each costs you money unless properly and regularly treated with a bactericide.

You can get lower bacteria-count milk by sanitizing equipment with low-cost, quick-acting chlorine rinse made from B-K Powder. Cost? Less than 1c a day for an average herd, if the bacteria-killing solution is made according to directions.

B-K Offers Dairymen These Advantages: (1) Cuts down bacteria count to a minimum; (2) Puts equipment in best condition for handling quality milk; (3) Is convenient to use in water of any temperature; (4) Sanitizes faster, more cheaply, and more thoroughly than dry heat, boiling water, or steam as ordinarily used; (5) contains 50% active bacteria-killing chlorine; (6) Makes more chlorine-rinsing solution than most bactericides; (7) Has for many years been accepted by Public Health Authorities.

"A little B-K goes a good long way!"

GENERAL LABORATORIES
DIVISION OF
PENNSYLVANIA SALT MFG. CO.
Chemicals
1042 WIDENER BUILDING, PHILADELPHIA

108th EARLVILLE SALE

100 Head of Registered Holstein Cattle

Friday, August 11, at 10 A. M.

(Fast Time)

Sale Auditorium, Earleville, Madison Co., N. Y.
All T. B. Accredited, negative blood test; many from Bang Approved herds, eligible to go anywhere including Pennsylvania and New Jersey. Mastitis charts with milking animals.

60 fresh and close springers including a substantial offering of large beautiful first calf heifers, many young cows with production records. All carefully selected for heavy fall production.

10 Bulls of service age from dams with good records in C.T.A. or semi-official.

Become one of the hundreds of satisfied buyers at these nationally known Earleville sales. Ask for more information and catalog. Save money—attend this sale.

R. AUSTIN BACKUS,
Sales Manager
Mexico, N. Y.

Running is no use—the thing is to start on time.

NOW! when pastures are poor . . . Your Cows Need More BEACON DAIRY RATIONS



**TO HELP MAINTAIN
HIGH
MILK PRODUCTION**
Use this famous
TIME-TESTED FEEDS

During this season of the year when the weather is hot and dry—

1. Pasture yields are low
2. Grass is higher in fiber content
3. There is less protein available
4. Pasture is tough and less palatable

THEREFORE: More supplementary feeds are needed to maintain milk production.

BEACON DAIRY RATIONS have proved to be an exceedingly good pasture supplement by literally thousands of Northeastern dairymen. These men have learned that failure to supplement pasture properly causes tremendous annual losses.

The reason that BEACON has been chosen by so many

dairymen is because Beacon Dairy Feeds have been time-tested by a 20-year record of proved performance. For recommendations on supplemental pasture feeding see pp. 52-53 of our book "Profitable Dairy Management". A free copy of this informative book will be sent you on request.

World's Records Broken on BEACON FEEDS

(1) Bright Lad's Actress No. 397598 recently made a new 365-day Guernsey record of 980.4 lbs. of butterfat in Class C. The record was made at Two Brooks Farm, owned by Collier Baird, Basking Ridge, New Jersey. This outstanding cow is now owned by Fairlawn Farms, Inc., Adelphia, New Jersey.

(2) Foremost Lida, No. 460693 in her first lactation produced 826.6 lbs. of butterfat to make a new world's record in the Guernsey Class GG. Owned by Foremost Guernsey Association, Hopewell Junction, New York.

Investigate BEACON'S merits for your herd! See your local Beacon Dealer today.



THE BEACON MILLING CO., INC.
Cayuga, N. Y.



BEACON Dairy Feeds

Milk Hearings Held

The Pennsylvania Milk Control Commission has called a public hearing at Harrisburg for August 3, to discuss producer, consumer and store prices of the milk sold in the Harrisburg milk marketing area.

A public hearing was also held by the Milk Control Commission at Erie on July 31.

The New Jersey Milk Control Board has issued a call for a Public Hearing to consider milk prices to be paid producers and to be charged by dealers to consumers and to stores. The hearing will be held on August 8. All interested parties have been invited to appear before the Commission to present testimony.

"At twenty you left the farm and came to the city. And for 25 years you've been working very hard. What for?"

"To get money to live in the country."

Mark November 22-23 on your calendar—annual meeting of Inter-State Milk Producers' Cooperative.

INTER-STATE Milk Producers' D

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XX

Philadelphia, September,

No. 5

1thaca, N. Y.
Cornell University.
Agr. Econ. Building.
N. C. Bond.

A Statement To Our Members

ON MONDAY night, August 28, representatives of Philadelphia milk dealers, at two meetings called by them, discussed with producers in considerable detail certain developments since the public hearing of the Pennsylvania Milk Control Commission held in Philadelphia last May.

The producers present were told that the Inter-State had refused to accept a proposed 7-cent Class I increase offered by them, which increase was to be paid provided the Inter-State would agree to discontinue its strictly neutral position with respect to the differential between cash-and-carry store prices and the wagon delivered price, and would use such influence as it might have for the elimination of that differential in the Philadelphia area, and provided further, of course, that the Commission would approve such an arrangement. Finally, producers were requested, at these meetings, to join with the dealers who distribute their product in a trip to Harrisburg next week to request directly that this differential be eliminated.

As a result of this it becomes necessary to describe to you in detail the history behind a difficult and delicate problem which has developed in this market.

Early last February it was learned that Philadelphia milk dealers were considering petitioning for a hearing for the reduction of prices. Your Cooperative informed them that, under the law, we had no right to oppose such a hearing but certainly were against any such move at that time, feeling that it could have no constructive results. The same subject was brought up before the manager again a few days later, when he took the same position as before.

On March 24, the question of a hearing was again brought up and it was then intimated to us that it was the dealers' plan to request a 92-cent per hundred-weight reduction in the Class I price unless they were able to eliminate the cash-and-carry store differential, in which

event this reduction would be moderated by 7 to 15 cents. Naturally, we could not endorse any such proposal.

The same proposal was again pressed upon the management in a visit to this office. The position of the Inter-State was made very clear at that time, it being stated that we were producers of milk and not distributors and, therefore, we should keep out of all inter-distributor affairs.

When pressed for reasons for our neutrality, the dealer committee was told: (1) that the question of the differential was one for the distributors, rather than for us, to argue before the Commission; (2) that this was properly a question to be settled by the Milk Control Commission on the basis of facts presented by the affected parties; (3) for us to join either group of dealers in the differential question was not good business since we sold milk to both groups; (4) that, being engaged in inter-state commerce, to enter into any such agreement might subject your Cooperative to prosecution under the anti-trust laws. This is especially important in view of the Chicago indictments against, among others, the Pure Milk Association.

Prior to the hearing we notified officers of other dairy cooperatives and farm organizations active in the Philadelphia territory that we intended to take a position of strict neutrality on the differential question. Upon inquiry by telephone from a representative of a dairy company supplying stores with milk, we likewise asserted our neutral position. At no time was any conference, either in person or by phone, held between Inter-State representatives or officials and the store people on this question.

The hearing opened on May 3 and testimony was taken for eight days, extending over three weeks. Here your Cooperative accomplished two major successes. First and most important, we feel that as a result of the evidence presented at the hearing the Class I price was held during the summer months, at a time when mar-

kets all around us were breaking. Second, we succeeded in getting through the hearing on a reasonably friendly basis with everyone involved. The hearing itself was orderly and outstanding for the factual information presented by all interested parties.

Following came a long period of inaction. No price order appeared and producers and dealers alike became impatient. We pointed out to the Commission, on several occasions, that we felt it was high time that some action be taken with respect to a new order.

In mid-August Mr. Hoffman made a visit to the Commission offices and emphasized to them that it was time that some order be issued, as well as pointing out the necessity of an increase in the Class II price. In addition it was emphasized to the Commission that our neutrality was not to be interpreted as either for or against the differential—that it was our intent, as in the past, to live under and support any reasonable order that the Commission might see fit to issue.

On August 17 a telephone call was received at the Cooperative's office from representatives of the milk dealers, asking for an opportunity to tell their story to the Executive Committee which was meeting that day. They appeared and outlined to the Executive Committee their difficulties and urged our support of their proposal, which was to increase the Class I price from \$2.98 to \$3.05 and to assist them in securing the elimination of the differential.

The Executive Committee considered this proposal and instructed the manager to advise the dealer representatives that, having once taken the position of neutrality in this case, we had no alternative but to hold thereto and that for us to reverse such a position while the issue was yet unsettled would be impossible. We made it very clear that our neutrality was not to be taken as approval of or opposition to any action which the Milk Control Commission might take.

Learning of this definite stand on our part, it appears that the dealers decided to take the matter into the field.

The Inter-State would be happy to secure 7 cents more for its Class I milk. The Inter-State has worked harder this summer than ever before to maintain the Class I and Class II prices. More milk has been diverted into non-competing manufacturing channels than ever before in its history. More assistance than ever before has been given to producers and dealers alike in keeping excess milk regularly

moving. Meantime the producers in the Philadelphia area have received the highest price, we believe, of any area in Pennsylvania, and our consumers have not been obliged to pay an unreasonable price for their milk. In addition, it appears, according to testimony given at the Milk Control Commission hearing, that our dealers have received a reasonable return on their investment. Also during this period our relations with our buyers, as well as with our producers, have been excellent, and the cooperation from practically all parties has been very good indeed.

In the present instance, however, the Inter-State Milk Producers' Cooperative can not compromise itself and reverse its position on a matter of principle merely because the immediate considerations are rising ones rather than falling ones. To do so, we believe, would lose for the Cooperative—its members, directors and management—every ounce of respect in which we are now held. If a producer price increase is in order this fall, it seems that it would be in order to hold a hearing and determine, according to present facts, what that increase should be. New Jersey advanced its Class I price 23 cents on August 16. The New York Class I price increased by 25 cents on August 1 and by 35 cents on August 25. It appears that a 7-cent increase on approximately two-thirds of our milk is hardly to be regarded as an appropriate fall price increase.

Today, however, we are faced with a vital principle and we are convinced that we have no choice but to continue the neutral position originally taken for the reasons above stated.

Emphatically, we are neither for nor against the differential. Doubtless it has plagued milk distribution but distribution has been plagued by other perplexities as well. It appears to us only fair that the distributors assume the responsibility and hazards which are properly theirs and certainly the differential question is a distributors' problem.

The Inter-State Milk Producers' Cooperative is a bargaining association of producers. We must, in order to serve our producers and fulfill the purpose for which we were incorporated, maintain our independence. We want to play fair with the buyers of our milk and help them build their business. We have not opposed their moves for a better quality of milk. We have cooperated with them in seeing that they obtained satisfactory supplies and, in return, we are happy to say that they have generally worked fairly with us during the life of the Cooperative.

We cannot help but believe that even our buyers, on sober consideration, will respect us the more for the stand which we are obliged to take in this matter.

By Authority and Approval of

**THE BOARD OF DIRECTORS
INTER-STATE MILK
PRODUCERS' COOPERATIVE**

August 30, 1939.

Inter-State Sold No Milk In New York

IT HAS COME to my attention that, apparently as the result of an item in one of the newspapers, there is a belief in some quarters that the Inter-State disposed of milk in New York during the strike.

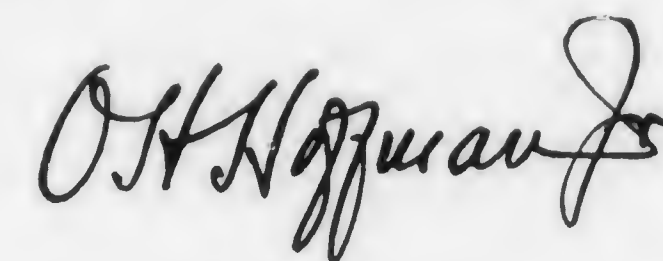
This is absolutely untrue.

All of the milk of the members of the Inter-State Milk Producers' Cooperative is sold outright to buyers in the various markets in which we operate.

During the period of the strike we

were besieged by buyers and brokers who wanted us to sell milk to them for use in the New York area. We refused to withdraw any of our milk from our regular dealers and continued to dispose of it to them as always.

Again I repeat—Inter-State sold no milk either in New York, or to New York buyers.



New Jersey Price Raised 23 Cents

The Class I price to be paid by New Jersey dealers to producers was increased by 23 cents to \$2.85 per hundred pounds of 3.5 percent milk, f.o.b. the farm. The increase was based upon a hearing held at Trenton on August 8, the order establishing the new price being issued on August 9, and became effective on August 16. Retail prices were increased one-half cent per quart at the same time, now being 13½ cents for B milk in Trenton and South Jersey markets, 14½ cents in North Jersey and Shore markets.

Evidence presented at the hearing called the attention of the Board to the increased production costs caused by the drought. It was emphasized that pastures in the state were then practically gone and most producers were forced to feed almost as heavily as in winter. In addition, new grass and clover seedings were killed, thus jeopardizing chances for a normal hay crop in 1940.

At this hearing the Inter-State, through briefs presented by the central office and the two secondary market committees in New Jersey, reviewed the costs of production and recent price developments. Attention was called to the reduction of 14 cents on Class I milk which became effective May 1, at which time the spread of the dealers was increased by the same amount. The new price gives producers 9 cents more than they received previous to May 1, except February 1-24 when a \$2.38 price was in effect.

In closing the brief at the hearing this statement was made: "Therefore, we hereby petition your Board to examine at once the relevant facts, both as presented at this

hearing and those within your records, to the end that there may be determined and established by you the very highest possible increase in return to producers which they may receive and still retain their markets."

Officials Now at Work On Relief Milk Plans

Under a law passed by the 1939 Pennsylvania legislature, whereby milk orders will be substituted for a part of the cash relief paid to those relief families with children under 16, the State of Pennsylvania is about to become the biggest milk customer in the State.

An estimated 300,000 children will be entitled to a pint of milk each day under the law, milk purchase orders being issued for this milk, good with the milk dealer selected by the relief family. The relief check to each family will be reduced by the amount of the milk order issued. The total value of the milk that will be involved is estimated at between 6 and 7 million dollars annually. Adults in need of milk for health reasons will also be included in this plan.

It was expected that this new method of dispensing relief would be in effect by September 1, but because of difficulties in working out proper procedure, the plan may not become effective until October 1. Relief administration is set up on county units and milk prices are determined by marketing areas which may divide counties, this tending to increase costs of administration.

A hearing on this subject was held at Harrisburg on August 4, with subsequent conferences and hearings being held for working out a plan of operation at lowest cost.

Although nutritional and medical authorities assert that children should have a quart of milk daily it is probable that the pint specified under the law will represent a substantial increase in consumption by many relief families. The extra milk these families are expected to use under this plan will, in effect, be lifted from Class III (or Class II) into Class I, and will thereby substantially increase the amount of Class I milk used, thus increasing the weighted average price producers will receive for their milk.

Perry Writes Book On Danish Dairying

"Among the Danish Farmers" is the title of a highly interesting book recently written by Professor Enos J. Perry of the New Jersey College of Agriculture. Professor Perry's book is based upon a lifetime study of dairying in this country, plus an intensive study of conditions in Denmark. His discussion of Denmark's intensive agriculture carries many lessons for American farmers.

He emphasizes that although conditions and problems of Denmark may be different in many respects from those in America, there are also many similar problems which lend themselves to similar solutions.

He describes the cooperative cow testing, feeding and breeding work which got its start in Denmark and which has been copied in practically all dairy countries of the world. In describing this book, Professor W. J. Fraser of the University of Illinois says, "To me this picture of outstanding progress in dairying is both stimulating and inspirational and I hope may prove so to many others. Professor Perry helps us to see what ideas in Danish agriculture we may use to advantage."

INTER-STATE MILK PRODUCERS REVIEW

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I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willis, Assistant Treasurer
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1. Altoona—Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118M
2. Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
3. South Jersey—H. T. Borden, County Extension office, Woodbury, Box 334, Phone 800
4. Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
5. Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Philadelphia Price Order Not Yet Issued

It is with regret we must report again that no new price order has been issued by the Pennsylvania Milk Control Commission covering the Philadelphia market. It has been expected and hoped that the order would be out and effective as each half-month period approached. Under the law, seven days must elapse between the issuance and the effective date of an order.

It will be recalled that when the hearing was held in May the request

was made of the Commission by the Philadelphia Milk Exchange to reduce the retail price two cents per quart with the impression that the producers would bear practically all the load.

The Inter-State Milk Producers' Cooperative vigorously opposed any decrease, citing cost of production figures which showed that, based on the production of cows slightly better than the average, producers were even then not quite getting cost of production for their milk.

Since that time producers throughout practically all parts of the Philadelphia milk shed have suffered severely from the drought, seriously depleting their pastures, reducing their hay crops and, in many instances, destroying new seedlings of grass intended for next year's hay crops.

Since the Philadelphia hearing was held the New York milk marketing order has been re-instituted, thus bringing about a substantial price increase in that market effective July 1. As provided in that order, the prices of certain classes were automatically increased again on August 1, and hearings have been held to consider a still further increase to be effective through April, 1940. The compromise on which the recent strike was settled provides virtually the same prices considered at the hearing. New Jersey prices have been increased, also—Class II on August 1 and Class I on August 16.

Promptly upon the issuance of any new order the essential features of it will be sent to all Local officers and delegates.

Set Harrisburg Prices

A new price order has been issued by the Pennsylvania Milk Control Commission for the Harrisburg area, effective September 1. A previous order had established \$2.85 per 100 pounds of Class I milk for that area. That order, however, was under litigation, with many dealers protesting it and actually paying producers substantially lower amounts, reported as being about \$2.00 per 100 pounds of 4 percent milk.

At a hearing held in Harrisburg early in August this entire subject was aired and milk dealers and representatives of producers presented a compromise proposal in which \$2.50 was agreed upon as a fair price. The Commission, acting upon this compromise, issued the new order. Although this new order represents a 35-cent reduction from the previous established price it is, due to violations of that order, actually an advance over what producers had been receiving.

Annual Meeting Changed to November 28-29

We reported in previous issues of the Review that the annual Meeting of your Cooperative would be held at the Benjamin Franklin Hotel, Philadelphia, on November 22-23.

These dates were selected because from all available information, they seemed most suitable for this annual event, avoiding conflict with numerous other events which are commonly held during November. Those dates permitted ample time for the completion of Local and District meetings at least a week or ten days before the annual delegate meeting.

But as events turned out, the second day of our annual meeting was selected as the ideal day for Thanksgiving and has, therefore, been declared a public holiday. Furthermore, the date set for the first day of the annual meeting will be given over by many people largely to preparation for Thanksgiving.

All this has made it necessary to revise plans for the annual meeting which, according to the by-laws of the Cooperative, must be held during November of each year. The meeting could not well be held earlier in the month without crowding the schedule of local and district meetings. It would be impractical to attempt to hold the meeting any time during the week in which Thanksgiving occurs.

This leaves the last week of November for the meeting, of which Tuesday and Wednesday, November 28-29 were selected as most satisfactory. Mark these dates on your calendar.

A Great Producer

A sixteen-year-old pure bred Jersey cow owned by the University of Connecticut has achieved a record of producing during her lifetime seven times her weight in butterfat and nearly 140 times her body weight in milk. This cow, Radiant Romance Storrs, has produced 151,319 pounds of milk, which contained 7549.8 pounds of butterfat and is still in the active producing herd at the Storrs farm.

University officials estimate that her production has been sufficient to keep the average American family supplied with milk for a century.

A California authoress sent a manuscript to Ambrose Bierce with the request that he give her a "criticism in one sentence and drop further comment." Something was heard to drop up and down the Pacific coast when he replied: "The covers of your book are too far apart."



Pennsylvania's champion 4-H demonstration team and their coach. Left to right, A. M. Durand, assistant county agent of Cumberland County; Helen Konhaus, of Mechanicsburg, and Harold Loy, of Newville.

Order vs. Speed

The New York milk strike is settled temporarily, at least. But the sores it made are still bleeding, painful, festering. They will heal slowly at best; some may never heal.

This strike seemed unnecessary. Machinery is set up and operating in the New York milk market for the adjustment of disputes as to price, terms, etc., and it is the American principle that a strike is to be resorted to only in desperation—after less aggressive methods fail. The records show that machinery had already been set in motion, before the strike was called, to obtain a substantial price increase, needed, it was stated, because of increased costs caused by the drought. The Metropolitan Cooperative Milk Producers' Bargaining Agency, representing 45,000 farmers supplying the New York market, was authorized by its delegates, on August 3, to petition Secretary of Agriculture Henry A. Wallace for a hearing to increase prices.

In the call for the hearing, which was held August 24-25, it was proposed to consider an increase in the Class I price from \$2.25 to \$2.82 per 100 pounds of 3.5 percent milk for the entire period from September, 1939, to April, 1940, inclusive, and also to consider substantial price increases in several other classes for the same periods. The call for this hearing was announced on August 17, thus giving all interested parties ample opportunity to assemble facts and prepare material in support of their stand on these price proposals, regardless of whether in favor or opposed.

Even though other changes in the marketing order are being urged, this hearing was confined entirely to the obtaining of facts and evi-

dence relating to price, in order that this highly important issue could be decided as quickly as possible.

Rumblings of strike threats were first noticeable about August 10; the strike was called for August 15, and during succeeding days the amounts of milk going through to the New York market became progressively smaller until, when the strike was finally arbitrated eight days later, the supply was reported as about one-half normal.

It may be suggested that the strike is a quick means of getting things done. That speed, like a speeding car out of control, may easily do things to persons and property, and also to friendships and business relationships, that are not on the program and that can not be undone later.

Orderly procedure does not depend upon speed, but is legal, safe, effective and under control at all times, and, when properly administered, gives lasting and worthwhile results. Also, it is dependent upon facts and conditions, eliminating entirely emotions and violence, which, too often, are dominating factors in strikes whether so intended or not.

Cooperation Everywhere

"International trade is more than a matter of intellectual bargaining among men and nations. A meeting of the minds is not enough. There should also be a meeting of hearts." So speaks David Sanoff, president, Radio Corporation of America.

Cooperation! Cooperation! Everywhere, in all human relations, it is the one ideal sought after. And wherever it is realized, even to a small degree, there you find a measure of harmony.

4-H Dairy Winners

Pennsylvania's 4-H dairy demonstration champions for 1939 are Helen Konhaus, Mechanicsburg, and Harold Loy of Newville, Cumberland County. They won out over teams from other counties during the state contest held in connection with 4-H Club Week at State College on August 17.

The demonstration as put on by this champion team was in the form of a playlet, "Oscar's Discovery," the script for which was written by Miss Konhaus. The team was coached by A. M. Durand, assistant county agent of Cumberland County.

The Lancaster county dairy cattle judging team won highest state honors in the judging contest held during Club Week, the team consisting of Clair Griffith, Quarryville; Layton Rohrer, Lancaster; and Raymond Witmer, Willow Street. They were coached by Mr. Smith, assistant county agent.

The winning demonstration and judging teams are being awarded a free trip to the Eastern States' Exposition, Springfield, Mass., which is being held during the third week in September. This 4-H dairy work is being supported by the major dairy cooperatives of the state, including the Inter-State Milk Producers' Cooperative, Dairymen's Cooperative Sales Association and the Dairymen's League Cooperative Association.

It is planned that on the return from the Exposition at Springfield, the team members and their coaches will stop off in New York City, and in Philadelphia, where they will visit the Inter-State offices and also see some of the interesting places in Philadelphia.

The man who recently invented a lie detector tried it out on a fisherman. The inventor hasn't decided whether to try to repair the machine or build a new one.

Report of the Field and Test Department, Inter- State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during July, 1939.

Farm Calls	1241
Non-Farm Calls	285
Butterfat Tests	2978
Plants Investigated (first half July)	28
(second half July)	16
Herd Samples Tested	631
Brom-Thymol Tests	716
Microscopic Examinations	199
Membership Solicitation	105
New Members Signed	30
Committee Meetings	6
Attendance	55
Other Meetings	5
Attendance	667

Prices Paid for 4.0% Milk f. o. b. Philadelphia

Abbotts Dairies	\$2.31
Baldwin Dairies	2.35
Breuninger	2.54
Wm. Engel Dairy	2.73
Gross Dairy	2.58
Hutt & Kempf	2.50
Missimer	2.47
Moseback Dairies	2.40
Scott-Powell	2.21
Supplee-Wills-Jones	2.32
Sypherd Dairies	2.45

South Jersey Prices

F. o. b. farm, per cwt. of 3.5% milk.			
	Class I	Class II	Class III
July	\$2.62	\$1.55	\$0.95
August 1-15	2.62	1.80	0.97
August 16-31	2.85	1.80	0.97

The price of 4% milk of each class is 20 cents more per hundred pounds than the 3.5% price.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

†Class IA (Cream) price of \$2.20 applies on Altoona, Cresson, Doe Run, Huntingdon, Mt. Union, Reading, Tamaqua, Tyrone, Bethlehem and West Chester markets.

Class III Prices—4.0% Milk

MARKET	JULY	AUGUST
All Penna. Markets	\$1.00	\$1.02
Md. & Del. Stations	1.03	1.05
Wilmington	1.03	1.05

Average price 92-score butter at New York:
July, 23.78c per pound
August, 24.25c per pound

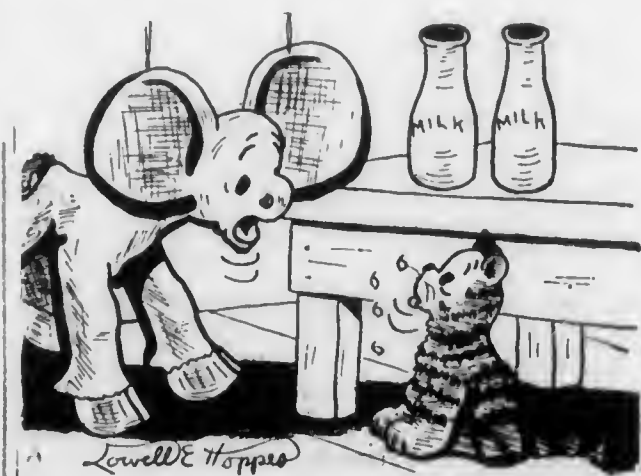
The July average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Plunkett: "Were you surprised when you got the nomination?"
Conrod: "I'll say so. My acceptance speech nearly fell out of my hand."



"I'm awful sorry I can't open a quart for ya, but if it'll help any I can tell ya where a mouse is!!"

Classification Percentages July, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A"	58		36.5	5.5	
"B"	59		35.5	5.5	
Baldwin Dairies "A"	67		9	24	
"B"	66		10	24	
Blue Hen Farms	62 9		10.4	26.7	
Breuninger Dairies	75		14	11	
Clover Dairy	59 57		9.89	30.54	41% of Prod.
Eachus Dairies	82	10	8		
Engle Dairy	86		7	7	
Fraims Dairies	66 57		9.75	23.68	
Gross Dairies	75		25		
Harbison Dairies	78		9	13	76% of Class I
Hoffman Dairy	34.5	5.6	55.7	4.2	
Hernig, Peter	52		48		
Martin Century Farms	(1)82.41		(1)17.59		66.46% Prod.
Meyers Dairies	70		30		76% of Prod.
Missimer Dairies	72.08		11.97	15.95	
Mosebach Dairies	60.85		5.17	(2)	64.19% Prod.
Nelson Dairy	55		35	10	
Penn Cress Ice Cream Co.	40.7	2.8	56.5		
Scott-Powell	55		32	13	63% of Prod.
Supplee-Wills-Jones	60.25		32.63(3)	7.12	81.33% Class I
Stegmeir, Clayton	56	4.5	39.5		
Sypherd's Dairy	70.5		13.3	16.2	
Turner & Wescott	46		54		
Waple Dairy	81.1	7.8		11.1	
Wawa Dairies	66		17	17	
Williamsburg Dairy (1-15)	95	5			
" (16-31)	92		8		

NEW JERSEY

	Norm	Cream	Excess
Abbotts Dairies	100		Balance
Castanea Dairy "A"	84	16	Balance
"B"	76	24	Balance
Scott-Powell "A"	(4)97.5	2.5	Balance
"B"	100		Balance
Supplee-Wills-Jones	100		Balance

- (1) Martin Century paid in July, Class I, 64.49% at \$2.79; and 17.92% at \$2.98; Class II, 13.77% at \$1.35, and 3.82% at \$1.39. (Prices of 4% Grade "B" milk fob. Lansdale.)
(2) 32.19% listed as New York surplus; 1.79% as Class V.
(3) Pennsylvania producers were paid Class III price on 5.86% and Class VII price on 1.26%.
(4) "A" bonus paid on 58% of norm.

Feed Price Summary For August, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	August 1939 (\$ per T.)	July 1939 (\$ per T.)	August 1938 (\$ per T.)	%Change August, 1939 compared with July, 1939	%Change August, 1939 compared with August, 1938
Wheat Bran	25.95	27.92	25.74	- 7.06	+ .82
Cottonseed Meal 41%	34.82	36.29	36.73	- 4.05	- 5.20
Gluten Feed 23%	27.72	28.45	29.99	- 2.57	- 7.57
Linseed Meal 34%	44.18	47.49	51.71	- 6.97	-14.56
Corn Meal	28.34	29.33	30.62	- 3.38	- 7.45
Mixed Dairy Rations: 16%	28.56	29.35	30.64	- 2.69	- 6.79
24%	34.51	35.29	36.79	- 2.21	- 6.20
32%	37.47	38.36	39.60	- 2.32	- 5.38
Brewer's Grains	26.38	25.86	28.22	+2.01	- 6.52

Two of the eggs were bad, and the lady had taken them back to the grocery store.

"That's all right, ma'am," said the clerk. "You didn't need to bring them back. Your word is just as good as the eggs."

Mark your calendar, make your plans to attend the annual meeting of YOUR COOPERATIVE, November 28-29.

His father had given the little Jewish boy a dollar for his birthday. All afternoon the boy had trotted around the neighborhood getting his bill changed to silver at the grocer's, back to a bill at the baker's and so on. His father asked him the reason for his strange behavior. "Vell," little Ikey said, "sooner or later somebody is going to make a mistake, and it ain't going to be me."

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

July Averages and July and August Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in July	Class I Price July & August	Class II Price July	August
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.39	\$1.41
Abbotts Dairies, Inc.	Cloudersport, Pa.	1.92	2.38	1.31	1.33
" "	Curryville, Pa.	1.98	2.47	1.32	1.34
" "	Easton, Md.	2.04	2.56	1.33	1.35
" "	Goshen, Pa.	2.07	2.63	1.34	1.36
" "	Kelton, Pa.	2.08	2.65	1.35	1.37
" "	Oxford, Pa.	2.08	2.65	1.35	1.37
" "	Port Allegany, Pa.	1.92	2.38	1.31	1.33
" "	Spring Creek, Pa.	1.90	2.34	1.30	1.32
Avondale Farms	Bethlehem, Pa.	2.00-1.86	†2.85	1.24	1.26
Blue Hen Farms	Wilmington, Del.	2.18	2.77	1.53	1.55
Breuninger Dairies	Richlandtown, Pa.	2.26	2.62	1.34	1.36
Centerville Producers' Co-op.	Centerville, Md.	1.80			
Clover Dairy Company	Wilmington, Del.	2.12	2.77	1.53	1.55
Delchester Farms	Edgemont, Pa.	2.28	2.98	1.39	1.41
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.39	1.41
Eachus Dairy	West Chester, Pa.	2.66	†2.85	1.24	1.26
Fraims Dairies	Wilmington, Del.	2.23	2.77	1.53	1.55
Harbison Dairies	Brandtsville, Pa.	2.29	2.62	1.34	1.36
" "	Byers, Pa.	2.29	2.62	1.34	1.36
" "	Carlisle, Pa.	2.29	2.62	1.34	1.36
" "	Hurlock, Pa.	2.25	2.56	1.33	1.35
" "	Kimberton, Pa.	2.29	2.62	1.34	1.36
" "	Massey, Md.	2.27	2.58	1.33	1.35
" "	Millville, Pa.	2.20	2.50	1.33	1.35
" "	Rushland, Pa.	2.29	2.62	1.34	1.36
" "	Sudlersville, Md.	2.27	2.58	1.33	1.35
Harshbarger, J. E.	Altoona, Pa.	—	†2.96	1.24	1.26
Hernig, Peter	Boiling Springs, Pa.	1.98	2.58	1.34	1.36
Hershey Creamery	Greencastle, Pa.	1.65-1.75			
Highland Dairy Co.	Doe Run, Pa.	2.23	†2.85	1.24	1.26
Hoffman's Dairy	Altoona, Pa.	—	†2.96	1.24	1.26
" "	Huntingdon, Pa.	1.77	†2.85	1.24	1.26
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.39	1.41
Keith's Dairy	Altoona, Pa.	—	†2.96	1.24	1.26
Martin Century Farms	Lansdale, Pa.	2.57	2.98	1.39	1.41
Miller-Flounders	Chester, Pa.	2.60	2.98	1.39	1.41
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	—	†2.85	1.24	1.26
Nelson Dairy	Jeffersonville, Pa.	2.23	2.98	1.39	1.41
Pebble Hill Dairy	Doylestown, Pa.	—	2.98	1.39	1.41
Penn Cress Ice Cream Co.	Cresson, Pa.	1.97	†2.96	1.24	1.26
Scott-Powell Dairies	Clayton, Del.	1.99	2.60	1.33	1.35
" "	New Holland, Pa.	2.03	2.66	1.35	1.37
" "	Pottstown, Pa.	2.05	2.71	1.35	1.37
" "	Snow Hill, Md.	1.90	2.44	1.33	1.35
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.04	(\$2.04 for all milk in July)		
Stegmeier, Clayton	Tamaqua, Pa.	2.22	†2.96	1.24	1.26
Supplee-Wills-Jones	Bedford, Pa.	1.99	2.47	1.32	1.34
" "	Centerville, Pa.	1.90	2.34	1.30	1.32
" "	Chambersburg, Pa.	2.04	2.55	1.33	1.35
" "	Hagerstown, Md.	2.00	2.49	1.33	1.35
" "	Harrington, Del.	2.06	2.58	1.33	1.35
" "	Huntingdon, Pa.	2.03	2.53	1.33	1.35
" "	Leaman Place, Pa.	2.12	2.67	1.35	1.37
" "	Lewistown, Pa.	2.04	2.55	1.33	1.35
" "	Mercersburg, Pa.	2.04	2.55	1.33	1.35
" "	Mt. Pleasant, Del.	2.06	2.58	1.33	1.35
" "	Nassau, Del.	2.04	2.55	1.33	1.35
" "	Princess Anne, Md.	1.99	2.47	1.33	1.35
" "	Townsend, Del.	2.06	2.58	1.33	1.35
" "	Waynesboro, Pa.	2.04	2.55	1.33	1.35
" "	Worton, Md.	2.06	2.58	1.33	1.35
Sylvan Seal (Del. only)	F. O. B. Farm	2.10			
Turner & Wescott	Glen Roy, Pa.	1.95	2.65	1.35	1.37
Waple Dairies	Tyrone, Pa.	2.59	†2.85	1.24	1.26
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.20	2.98	1.39	1.41
Ziegler Dairy Co.	Reading, Pa.	1.90	†2.85	1.24	1.26

Bonuses Not Included—See Page 6, Column 1

Secondary Markets

SOUTH JERSEY

The South Jersey Committee presented a brief at the New Jersey Milk Control Board hearing on August 8, asking the board to make a study of all facts and set the producer price so as to give the highest return possible while holding his market for him. The regular Executive Committee meeting of the South Jersey Inter-State Milk Market was held on August 15 with 100 percent attendance.

The Advisory Committee sponsored a dairy day at the Gloucester County Grange Fair at Pitman, on August 18. The 4-H dairy club cattle were judged in the morning by Professor E. J. Perry of Rutgers University. Prizes awarded by the committee, which were presented by its president, Frank C. Pettit, consisted of show halters to the owners of the grand champion female in each dairy breed, as follows: Ayrshire, Marion Kirby, Woodstown; Jersey, Doris Coleman, Elmer; Guernsey, Warren Groff, Blackwood; and Holstein, Arthur Duffield, Mullica Hill. Blankets were awarded to Marion Kirby for expert showmanship and to Franklin Coleman, Elmer, for the best fitted animal in the 4-H dairy show.

The afternoon meeting was featured by a talk on dairy market problems by O. H. Hoffman, Jr., Inter-State General Manager.

Booths were operated by the 4-H Dairy Club and by the W. C. T. U. for the sale of milk, buttermilk and chocolate milk.

The South Jersey Market Committee also donated prizes of show halters to the 4-H dairy club winners at the Burlington County Tomato Festival. These were won by Jack Allen and Jim Hughes of Vincentown, and Herman Durr and Harold Shinn of Columbus.

TRENTON

The Market situation in the Trenton area has continued on a steady basis throughout the hot and dry weather which had converted pastures into brown exercise grounds. Producers have been forced to draw upon their winter supplies of feed in order to maintain satisfactory production.

The Trenton committee took part in the price hearing on August 8, following which a Class I price increase of 23 cents per hundred was granted. The 3.5 percent grade B price is now \$2.85 and the grade A price \$3.25, f.o.b. the farm.

In spite of the drought the dealers to whom the Trenton committee sells, report a milk supply in excess of consumption requirements. Recent rains have been refreshing but the effect on production has been very slight.

LANCASTER

The executive committee of the Lancaster market after considering the advisability of joining the Metropolitan Cooperative Milk Producers' Bargaining Agency, which operates in the New York market, approved this plan and recommended it to the Executive Committee of the Cooperative. It was felt that membership in this agency would give the Lancaster unit representation and closer contact in matters connected with the marketing of that part of their milk which regularly goes to New York. The hearing on the New York price order, which was held August 24-25, was discussed by the committee. The market manager attended the hearing.

With increases in prices effective at New York on August 1, and again August 25, the difference between New York and Pennsylvania prices will be greatly narrowed, thus giving producers a higher blended price for all their milk.

While attending the Executive Committee of the Lancaster Market on August 21, H. H. Snavelly, Secretary-Treasurer of the committee was stricken with appendicitis and was operated upon immediately upon arrival at the hospital. Latest reports indicate his early recovery.

The members of the Lancaster executive committee are keeping themselves fully informed of developments of the New York market as well as in Pennsylvania. Members are urged to confer with these men on any questions about their market. In addition, Walter E. Herr, Millersville, Wm. Bleacher, Quarryville; and Adam E. Myers, Lancaster, were added to the committee to work with the market manager on problems connected with New York markets.

WILMINGTON

The milk supply in Wilmington has tightened up during recent weeks with several dealers now looking for additional producers. Those who have studied the problem are hoping that any temporary shortage will be obtained outside the regular Wilmington area rather than by

MILK PRODUCERS REVIEW

taking on new shippers which would cause a greater surplus later.

On the whole, there seems to be splendid cooperation with Robert Gray, the new inspector with the Wilmington board of health. He has completed inspection of all farms shipping to one large and several smaller dealers. The market manager reports knowledge of only four shippers having been shut off, two of whom have already been reinstated after meeting regulations. Members are urged to meet the recommendations of Mr. Gray as promptly as they can.

The nominating committee of

met at County Agent Worriow's office on August 27 and made the following nominations for election to the Wilmington Inter-State Milk Market committee for the next year:

Arthur Astle	Landenberg, Pa.
Norman E. Klair	Marshallton, Del.
George H. Duling	Newark, Del.
H. Vaughn Ginn	Middletown, Del.
H. Raymond Price	Warwick, Md.
Harry Blackburn	Kemblesville, Pa.
R. E. Bower	Chesapeake, City Md.
Dr. W. E. Cann	Newark, Del.
Herbert L. Crossman	Elkton, Md.
L. Wicks Davis	Bear, Del.
J. Leslie Ford	Cecilton, Md.
Wm. Clarence Jester	Newark, Del.
Irwin Klair	Newark, Del.
Robt. McMullin	Marshallton, Del.
H. B. McDowell, Jr.	Landenberg, Pa.
H. C. Milliken	Middletown, Del.
Chas. B. Moore	Newark, Del.
J. Hazel Price	Bear, Del.
H. Wilson Price	Warwick, Md.
J. J. Ruhencame	Newark, Del.
Harry Seemans	Landenberg, Pa.
Robert Walker	Odessa, Del.
	Hockessin, Del.

Any member may make additional nominations from the floor at the annual meeting of the Wilmington Market which will be held at the First Methodist Church, Newark, Delaware, on Thursday, September 21, at 6.30 P. M. Nine members will be elected to the committee. Wilmington shippers please mark this date and event on your calendar; further details will be sent by letter.

ALTOONA-HUNTINGDON

There appears to be an ample quantity of milk in this area with the decreased demand caused by vacation about balancing the effects of the dry weather. In a few instances it has been necessary to place producers with new dairies.

The Executive Committee held its regular meeting on August 22 with all members present except Mr. E. J. Farabaugh, president of the committee, whose absence was compelled by the sickness of his wife. We regret to report that Mrs. Farabaugh passed away the following day leaving in addition to Mr. Farabaugh, eleven children.

YOUR Cooperative's Fourth Annual Meeting November 28-29

A Page For Inter-State Women

Louise C. Monahan— Good Neighbor Number One

By Mildred B. Murphy,
State Home Demonstration
Leader, New Jersey
College of Agriculture

THE JOB of rearing 8 children running a dairy farm, caring single handed for 600 chickens, and canning from 500 to 700 quarts of fruits and vegetables would seem to be almost enough for one farm woman, but Mrs. Louise C. Monahan in a small village in Morris County, New Jersey, has managed even with all these responsibilities, to make a priceless contribution to the social welfare of her community.

Those who remember the old Munsey and other magazines of the early years of the century may recall the "Gibson Girl" covers by Patrick Monahan, as well as the Tom Mix movie posters. The familiar Victory Loan posters, which depicted the part of the automobile in the World War, were also done by Mr. Monahan, as well as the large paintings of the "Man Without A Country."

Urban Background

Distinguished as an illustrator of the front rank, an exhibitor in foreign art galleries, Patrick Monahan with his wife, Louise, lived in New York City until their rapidly growing family caused them to seek a healthier environment than an apartment house, so they bought a home in Woodcliff on the Hudson, where they lived for 14 years, in the carefree luxury typical of his artistic temperament. There was plenty of money. The children went to the best schools. The morrow held no worries.

Then misfortune came, and one illness followed another. When Louise did not recover as she should from a severe case of malarial fever, followed by influenza and then pneumonia, the family decided to move to the country. The Monahans asked only one thing of that farm—that it have a brook. The one they finally chose on a hillside at Mt. Fern, N. J., had both a brook and a view, besides an enormous old barn, a small house and 1000 fruit trees, somewhat in need of pruning.

But ill fate still dogged the Monahans. Over-worked Patrick suffered a nervous breakdown and was just recovering when he was horribly injured in an automobile accident in 1929. After two years of suffering he died, leaving Louise with 8

children, a tiny house, what was left of the 1000 fruit trees, a view and a brook!

The money had dwindled, as the expenses increased with a growing family of 8 to support. Then it was that Louise Monahan's early training on an Iowa farm came to her aid. The oldest son, Bernard, had already become a 4-H poultry club member who had started his business with 100 baby chicks. She then decided to enlarge the poultry buildings and rebuild the old barn which had burned down.

Dairy and Poultry

The blue prints for the construction of her poultry buildings were furnished by the county club agent, and the new dairy barn was built on the foundation of the old building. To Bernard's already successful flock she added 600 chickens. Supplementing what she remembered about dairy farming with study and advice from the county agricultural agents she started a herd and a retail trade of milk.

By hiring a housekeeper she was able to give all her time to the farm. From the family garden came not only enough vegetables to feed them through the summer, but hundreds of jars were put up for winter use. The extension agents gave expert advice on poultry raising, made soil and pasture tests and helped prune her fruit trees.

Labor troubles harassed her. About three years ago, with help both scarce and high, she gave up the dairy business, sold all but one of her cows and started a barter system in her community, unique in this day and age; with buttermilk, chickens, eggs, vegetables and fruit going in exchange for other necessities of life. This system of barter and cash sales has continued successfully to support the family ever since.

Interested In Community

A woman less interested in her fellow men might have called the day finished when these responsibilities had been met. Not so with Louise C. Monahan. Neighbors and community welfare are her avocation. Speaking of neighbors, one of her nearest, is the man who

makes thousands of the "Buddy" poppies sold each Memorial Day.

With so many of her children to be educated, she has taken a lively and constructive interest in the schools. She became a very active member of the local parent-teacher association and in due time became its president. During her presidency sewing was introduced into the school. Through her efforts the school playground was more adequately equipped by the P. T. A. with the cooperation of the board of education.

Believing whole heartedly in the need for education in child training, she worked for a parent education bookshelf which could be used by P. T. A. members. When such a bookshelf had been established she started study groups in child training.

Young Folks Club Room

Because young people in rural districts need community centers for wholesome recreation just as much as their city cousins do, she converted an unused laying house into a club room where boys and girls could come for social good times. Now that several of her children are married, one of them with her family has come to stay with her and the four grandchildren entertain all the children of the neighborhood. Mrs. Monahan plans to remodel some of the barns into dwellings during the coming year. (That scheme was in the back of her head when she designed them.)

(Please turn to page 12)

The August Women's Page

Apologies to Miss Margaret Brown, head of Home Economics Extension at Pennsylvania State College. It was she who wrote the splendid article appearing in the August Review about the American Country Life Association meeting which is being held at Pennsylvania State College. We had erroneously credited the authorship of this article to Dr. M. E. John, who kindly arranged with Miss Brown for its preparation.

New York Prices Go Up

THE DROUGHT which hit Pennsylvania and New Jersey has also had devastating effects in New York state, with consequent increased costs of milk production. Coincident with these increased costs the Federal-State milk marketing order was restored on July 1, and under that order the July blended price to producers in the 200-mile zone was \$1.50 for 3.5 percent milk as compared with an estimated \$1.15 in June. With automatic increases effective on August 1, it was estimated that the August price, with normal deliveries, would have been about \$1.64 per hundred pounds.

Recognizing the increased costs that producers were compelled to bear because of the drought, the Metropolitan Cooperative Milk Producers' Bargaining Agency, representing 46,000 producers, requested of the proper state and Federal authorities that a price increase be granted, effective September 1. This petition was authorized by the Bargaining Agency on August 3.

Petition For Hearing

Their petition asked for an increase from \$2.25 to \$2.82 on Class I milk, an increase of 35 cents on 2A milk and increases on other classes, except evaporated milk and milk going into butter and cheese, of about 30 cents per hundred pounds. These prices were to apply to 3.5 percent milk delivered in the 200-mile zone and would be maintained through April 30, 1940. It is probable that these increases would amount to an increase of 40 to 50 cents per hundred pounds on all production, plus any additional increase which may come from higher butter prices or a higher percentage of milk in the high price classes, which is probable during the lower producing season.

Early in August, however, another group in the market, the Dairy Farmers' Union, of which Archie Wright (described in Time magazine of 8-28-39, p 57, as "one-time representative of the . . . National Maritime Union of the C.I.O.") is president, entered the picture. Press reports of about August 10 indicated that they were contemplating a strike and the strike was called on August 15.

The strike was called before any checks could get to farmers covering the increased price for July milk made possible by the restoration of the milk marketing order, and while an application for a hearing for still higher prices was being con-

sidered. It has been alleged in some quarters that the Dairy Farmers' Union is opposed to the Federal-State marketing order.

The strike resulted in reducing the delivery of milk to New York City and during those eight days the amount was cut to practically one-half the normal supply.

Violence occurred, one picket was killed, bullets flew, clubs were wielded, milk was dumped and property damaged. At least one train was prevented from operating.

An Associated Press dispatch of August 17, 1939, reports, "that 44 milk plants had been heavily picketed by outsiders and local producers were prevented from delivering by the forceful interference of these imported crowds."

The union demanded \$2.35 for all milk delivered during August, September and October and several changes in the Federal-State Marketing order.

Mayor F. H. La Guardia of New York, seeing the supply of milk for the city seriously curtailed, invited all interested parties to a mediation parley. He stated that he was opposed to the extension of the New York milk shed and also that he was not versed on the complexities of milk marketing but urged all parties to work out a basis of settlement.

Prices Compromised

The milk dealers and union finally agreed on a schedule of prices which would provide an estimated blended price of \$2.15 per hundred pounds. The Class I price agreed upon was \$2.60; the Class IIA, \$1.90 and increases of \$.30 in both IIB and IIIB prices. These prices are for 3.5 percent milk delivered in the 201-10 mile zone, effective August 25 to October 31.

Meanwhile, a Federal-State hearing had been called, and was held at Syracuse on August 24 and at New York on August 25, at which the proposals of the Bargaining Agency were considered. Following the hearing it is necessary for evidence to be weighed, the proposed order drawn up in final form and submitted to producers for a vote. Upon approval by 65 percent of the producers it becomes an agreement if 50 percent or more of the dealers (in quantity handled) sign it, but, lacking that dealer support, it can be made effective through an executive order which is the basis on which the present New York marketing order is operating.

As we go to press no date for a producer referendum has been set.



Knee-deep in clover on the A. J. Long farm, Rising Sun, Maryland. Picture sent by Pauline Long.

Meeting Calendar

September 19—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

September 22—Wilmington Inter-State Milk Market Committee—Newark, Del.

September 26—Altoona-Huntingdon Inter-State Milk Market Committee—County Agent's office, Hollidaysburg, Pa.

September 27—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

November 28-29—Annual Meeting, Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

Typist's

My typist's away on vacation%
My typist's away by the sea;
She left me to do all the typig%
O bring back my typist to me!
My typist's away on vacation%
My typist's away by the sea;
She left me to do all the typig%
O bring back my typist to me!

An accountant tried to teach his wife to keep household accounts. On one side of the ledger he provided she wrote, "My husband gave me \$10.00." Later she made the following entry: "I spent it all."

AUGUST, 1939, BUTTER PRICES			
Date	Philadelphia	New York	Chicago
1	24 1/2-24 3/4	24 1/4	23 3/4
2	24 1/2-24 3/4	24 1/4	23 3/4
3	24 1/2-24 3/4	24 1/4	23 3/4
4	24 1/2-24 3/4	24 1/4	23 3/4
5	24 1/2-24 3/4	24 1/4	23 3/4
6	24 1/2-24 3/4	24 1/4	23 3/4
7	24 1/2-24 3/4	24 1/4	23 3/4
8	24 1/2-24 3/4	24 1/4	23 3/4
9	24 1/2-24 3/4	24 1/4	23 3/4
10	24 1/2-24 3/4	24 1/4	23 3/4
11	24 1/2-24 3/4	24 1/4	23 3/4
12	24 1/2-24 3/4	24 1/4	23 3/4
13	24 1/2-24 3/4	24 1/4	23 3/4
14	24 1/2-24 3/4	24 1/4	23 3/4
15	24 1/2-24 3/4	24 1/4	23 3/4
16	24 1/2-24 3/4	24 1/4	23 3/4
17	24 1/2-24 3/4	24 1/4	23 3/4
18	24 1/2-24 3/4	24 1/4	23 3/4
19	24 1/2-24 3/4	24 1/4	23 3/4
20	24 1/2-24 3/4	24 1/4	23 3/4
21	24 1/2-24 3/4	24 1/4	23 3/4
22	24 1/2-24 3/4	24 1/4	23 3/4
23	24 1/2-24 3/4	24 1/4	23 3/4
24	24 1/2-24 3/4	24 1/4	23 3/4
25	24 1/2-24 3/4	24 1/4	23 3/4
26	24 1/2-24 3/4	24 1/4	23 3/4
27	24 1/2-24 3/4	24 1/4	23 3/4
28	24 1/2-24 3/4	24 1/4	23 3/4
29	24 1/2-24 3/4	24 1/4	23 3/4
30	24 1/2-24 3/4	24 1/4	23 3/4
31	24 1/2-24 3/4	24 1/4	23 3/4
Average	24.56	24.25	23.54
July, '39	24.11	23.78	23.23
Aug., '39	26.00	26.25	25.50



These pet lambs are growing fast, thanks to good care and plenty of milk at the hands of Marjorie Clark, 12. Picture sent by Mrs. Loy Clark, Tyrone, Pa.

Between-Meal Lunches Makes Better Workers

FEWER ABSENCES, better dispositions, more cheerful attitude toward their work—all these things were accomplished by giving office employees between-meal feedings of milk and bananas, report Drs. Haggard and Greenberg of Yale University, following an important study which they recently carried on.

Several years ago these same scientists established on a scientific basis the well-known fact that a little food goes a long way in preventing late-morning and late-afternoon "slump," says the National Dairy Council. They found that factory workers did more work and felt better when they were given between-meal feedings of milk and angel food cake. Moreover, their work was consistently better all day than that of the workers who did not receive additional food.

The new study which Drs. Haggard and Greenberg have just reported was made in a large office. The subjects were 120 women clerical workers, from 18 to 48 years old. The control group, which received no supplementary feeding, consisted of 40 members. The other two groups of 40 members each were given milk and bananas in the mid-morning and mid-afternoon.

A record of absence was kept for each woman for the seven-month period of the experiment. Also each woman filled in questionnaires at intervals, on which she recorded her impressions of the benefits of the milk-and-banana feeding.

The effect of the between-meal milk-and-banana feeding on the number of absences was striking. The average for the control group who received no extra food was 14.9 days per thousand. But the groups who received the milk-and-banana supplement were absent an average

of only 9.1 days per thousand, a little more than half the amount shown by the control group.

On the questionnaires which were filled in by the workers, 91 per cent of them reported that they liked the supplementary feeding and wished to have it continued. Most of them said they felt better and were less tired and nervous during the months when feedings were given. Many reported improved dispositions. One girl said, "The feedings have helped me to concentrate and they have certainly helped my disposition and nervousness. My parents have commented upon my good nature upon arriving at home."

Drs. Haggard and Greenberg selected milk and bananas because they knew that foods eaten between meals should be chosen with the same care for a balanced diet as the food of the regular meals, says the National Dairy Council. Nutritionists recommend at least a pint of milk daily for an adult, but the average diet does not contain as much as this. Drinking milk between meals improves the entire day's diet, and provides extra energy for work or play.

Lampeter Fair A Remarkable Achievement

"Strictly educational" is the spirit that dominates the West Lampeter High School Community Fair. This community will hold its fifteenth annual fair September 20-22, and obviously a community enterprise that shows fifteen years continuous service has to be good.

The committees in charge of the fair have planned a wide variety of features, including exhibits of crops, livestock, baking, canning, sewing, a farm horse and mule show, and,

of course, the commercial displays of machinery, equipment and products in which farm people are most interested. Entertainment, demonstrations and contests will occupy prominent places on the program.

In the dairy section prizes are to be awarded in the usual classes for Holsteins, Ayrshires, Jerseys and Guernseys. There will also be special classifications for Holstein and Guernsey calf classes for both Future Farmers of America and 4-H groups. A butterfat production contest with breed prizes and champion producer prizes is another feature, this contest covering production over a thirty-six-hour period.

Additional dairy features on the program include a dairy judging contest, a F. F. A. milking contest, a 4-H calf round-up, a boys' and girls' fitting and showing contest, and exhibits of dairy products, including milk, butter, and homemade cheese. A consignment sale of dairy cattle is being held on the afternoon of September 22.

Publish Revision of Eckles Dairy Book

The third edition of the book "Dairy Cattle and Milk Production" by the late Clarence H. Eckles, has recently been published by the MacMillan Company of New York City. This edition has been revised by Ernest L. Anthony, Dean of Agriculture of Michigan State College, and Leroy S. Palmer, Professor of Agricultural Biochemistry of the University of Minnesota.

This book of 507 pages, divided into 33 chapters, is an excellent source of facts and information for the management of dairy herds and the dairy farm. Each of the dairy breeds is discussed authoritatively; the selection of the cow for production is described, as well as the importance of sire selection. Chapters are devoted to the raising of calves, the growth and development of heifers, the feeding and care of the milking herd, the various crops commonly used for dairy feeds, and the housing of the dairy herd.

This book is commonly used as a standard text in high schools and colleges.

A small job is important, if the man holding it is big enough to make it so.

Alfalfa Ike: "What happened to that tenderfoot who was out here last week?"

Badger Pete: "Oh, he was brushin' his teeth with some of that new-fangled tooth paste and one of the boys thought he had hydrophobia and shot him!"

Co-ops Survey Their Work

Wallace Heads Institute Program

COOPERATION, examined by experts in many fields during the 15th annual session of the American Institute of Cooperation, has been found hale, hearty and ready for another year in its role of exemplifying the enduring basis of American democracy.

This is the diagnosis arrived at by farm leaders, cooperative officials, economists, educators, and others who attended the Institute conferences on the campus of the University of Chicago. They came from 37 states, Scotland, Ireland, and Denmark; they participated in more than 50 separate meetings; they heard addresses by 90 men whose everyday activities link them closely to the cooperative movement or to agriculture.

This year, as in the past, the Institute made an appraisal of cooperative agricultural enterprise. Cooperation's status, its needs, its shortcomings and problems were thoroughly treated. The conferences were all of an informative nature, in keeping with the Institute's policy; no resolutions were passed, and the Institute took no stand on any issue presented, giving its speakers complete freedom of expression.

Industry and Labor Included

Instead of one dominant theme, the Institute this year took several themes, perhaps the chief of which was an exploration in the field of inter-group cooperation, in which representatives of industry and labor sought out the points of interest and common ground on which wider cooperation with agriculture might be achieved.

Education, too, wove a thread throughout the program. Education among rural youth, in the principles of cooperative principle and procedure, and the education of present cooperative members to be better cooperators were stressed alike.

Monetary policies, anti-trust statutes, the export situation—all were discussed in their relationships to agriculture and farmers' cooperative business operations. In separate conferences, those interested in the cooperative marketing of livestock, grain, dairy products and fluid milk, poultry and eggs, and fruits and vegetables, or in the cooperative purchasing of farm supplies, found their particular problems under discussion by speakers well qualified

to approach the myriad subjects presented.

Leading speaker on the Institute program this year was Secretary of Agriculture Henry A. Wallace, who found in cooperation an interplay of control and function among the members, directors and management which he commended to corporate business as a possible means of building a stronger bridge between democracy and capitalism.

"Old Fashioned Democracy"

"This interplay, he said, 'when it operates smoothly and with balance, is a splendid demonstration of the possibilities of old-fashioned democracy applied to new-fashioned problems. I sometimes wonder what our corporations would be like, if in the beginning they had been organized like the cooperatives, with each stockholder having only one vote regardless of how many shares of stock he held, and with voting by proxy barred. If corporations from the beginning had been organized in that manner, though I suspect that our economic progress would not have been as rapid, perhaps our problem of combining democracy and capitalism would be simpler today.'

"The continued development of the cooperative movement, as well as the various other types of activity undertaken by farmers within the last few years, represents a groping on the part of farmers of the United States for solution of their problems in a truly American way," Wallace said.

Four Major Problems

Present problems that plague agricultural cooperatives—and the government's activities toward helping to solve them—were described by Tom G. Stitts, chief of the cooperative research and service division of the Farm Credit Administration.

Four conditions give rise to most of the co-op perplexities, Dr. Stitts stated. These he listed as:

1. Their present age-cycle.
2. The relative unfamiliarity of younger farmers with cooperative principles and procedures.
3. The increasing importance of public and government relations.
4. The necessity of gearing operations to the increasingly complicated general business structure.

Public relations consists of doing the right thing with the right people at the right time and the right

time is before you are forced to do it. L. W. W. Morrow, editorial director of the Mc Graw-Hill Publishing Company told the Institute.

Mr. Morrow declared that "if good public relations are really to be had, there has to be a mental upheaval in the minds of most managements." He urged that an executive be named to give full time to the job and that he have final authority, that every executive, every member and every employee be made public relations conscious in order to help carry policies into practice.

In urging the adoption of active public relations programs by cooperatives, Mr. Morrow warned, "they must be permanent, not just a case of 'getting religion' at one meeting."



Fun on the farm. Picture sent by R. C. Groendyke, Trenton, N. J.

Good Neighbor Number One

(Continued from page 9)

During the last few years, Mrs. Monahan has served as president of the advisory board of the home economics extension service in Morris County right along with her other activities, and was recently made a member of the legislative committee of the state Farm Bureau.

And just to be sure her leisure time will be properly occupied she plans to build and operate a roadside stand next year!

Enthusiasm, courage, love of people, a wealth of sympathy and understanding, deepened and strengthened by her own troubles,—these and a happy smile make Louise Monahan good neighbor number one in her community.

Nation's Dairy Leaders Discuss

"Cooperatives and Control"

CONTROL has undergone drastic changes during the six years since it was first introduced to the milk business, and doubtless many additional changes will be experienced during the next few years, O. H. Hoffman, Jr., general manager of the Inter-State Milk Producers' Cooperative, told the dairy conference of the American Institute of Cooperation at its meeting in Chicago, August 7-11. Mr. Hoffman's talk opened the session devoted to the broad subject of "The Cooperative Under Public Control of Milk Marketing."

"The long period of uncertainty as to the legality of public milk market control was of great value to milk control," he stated, declaring that "During this period there redeveloped the fact that one of the best ways to determine whether a scheme is practicable or not is to see whether the majority of the market is in favor of it."

Control's Problem

"It is probably true that if milk control is to continue it will be obliged to devote itself more extensively to a determination of the costs of efficient distribution rather than to continue to establish resales on the present generally accepted basis of reasonable returns. More and more emphasis will be put on the removal of control from the sphere of politics and upon celerity of administration and effectiveness of enforcement," he declared.

"Until the dairy industry finds the way to institute its own control methods, cooperatives may prosper and continue to serve their memberships under reasonable public control measures. But the cooperatives' final responsibility to its membership is to make use of control wisely, and not permit it, intentionally or otherwise, to make use of the association," E. W. Tiedeman, president of Sanitary Milk Producers of St. Louis, Missouri, declared.

The Role of Umpire

"I look upon public control somewhat as an umpire in a baseball game, whose decisions govern the conduct of the game, but who does not make the rules, employ the players or decide who is going to win before the game begins," he said.

Creation of stability in the fluid milk price structure is the most im-

portant responsibility cooperatives assume under federal milk marketing control, O. M. Reed of the Department of Agriculture, Washington, D. C., declared.

"In proposing and advocating price levels, cooperatives should seek to establish a structure that can be maintained without disrupting the market. The people in the cities are your customers and in securing prices for your producer members you must not forget the interests of the consuming public," he said.

Prices Influence Sales

Prosperity will be restored in fluid milk markets when sales policies are adjusted to meet changes in market conditions, R. W. Bartlett, University of Illinois Agricultural economist, asserted. He observed that the fluid milk industry's hope of increasing sales lies largely in its ability to sell milk to consumers at lower prices.

"Fluid milk markets must tend to regulate the production of milk and hold it somewhere within reasonable limits of their fluid supply, carrying only the necessary surplus to guarantee adequate supplies at all times. We owe this type of support to the areas manufacturing dairy products in order that we do not topple the entire industry," B. B. Derrick, secretary treasurer of the Maryland and Virginia Milk Producers Association declared.

"Large-scale organization is here to stay for both private and cooperative agencies in the dairy industry, and a broad program of consolidation and reorganization of local dairy plant facilities is necessary in the Mid-West, if substantial improvements are to be made in the local assembling and processing of milk and cream," according to R. K. Froker, associate professor of agricultural economics at the University of Wisconsin.

The assumption that geographically close-in milk producers are in a preferred position in providing Chicago's milk supply was characterized as "erroneous" and "pseudo-economic" by Matthew M. Wallrich, Shawano, Wisconsin, attorney.

More Buying Power

If the incomes of dairy farmers are increased through a butter price stabilization program, such a plan must provide ways of greatly increasing industrial activity and production, with a considerable portion

of the resulting income going to wage earners, or it must be based upon direct or parity payments from the federal treasury or other sources, Don Anderson, University of Wisconsin economist, declared.

Truck lines running direct to the farms, capably managed, cooperatively owned creameries of a million pounds capacity, quality prices to producers for quality butterfat, and a supply of uniform high quality butter are the chief factors involved in supplying the consumer with the best butter possible at the lowest cost, J. B. Countiss of Chicago, sales manager of the Illinois Producers Creameries, said.

"Marketing has become an essential rather than an incidental part of running a creamery," according to Paul E. Quintus, economist of the Farm Credit Administration.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

DAIRY CATTLE

GUERNSEYS. Breeder will loan promising bull calves from proven strains to responsible dairymen who desire to improve herds. J. Howard Cliffe, Ivyland, Bucks Co., Pa.

DEVELOPING and PRINTING

Any 6 or 8 exposure roll developed and printed the Nu-Tone way. 8 guaranteed prints. Reprints 3¢ each, 35¢ for \$1.00. NU-TONE FOTOS, Box H. Schwenkville, Pa.

25¢

CASH PRIZES FOR PICTURES

Entered in the Review Picture Contest

Prizes:

\$5.00 if picture is used on front page. \$1.00 if used on inside page.

Open to:

Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of picture:

Clear, sharp outlines; attractive background. Farm subject, that will interest others on its merits.

Description of picture (brief)

Identification of sender.

(Unused pictures will be returned.)

Market Remains Steady

MILK production appears to have shortened up somewhat during mid-summer, with larger percentages of milk sold in Class I. In a few instances dealers have been looking for additional milk and up to the end of August it has been possible to find such supplies readily.

The cream market has shown improvement during the month, with the quoted price on cream meeting the various inspections increasing approximately \$1.00 per can since the end of July, equivalent to about a 12-cent increase in the value of Class II milk.

Milk production throughout the country was reported as less on August 1 than a year earlier. This is the first time in eighteen months that such a comparison could be made. Production per cow was about 2 percent less than on August 1, 1938, with a very slight increase in number of cows. In the north-

eastern part of the country, however, production of milk was sharply curtailed by drought and poor pastures, with production in the northern Atlantic states reported as less than the ten-year average for the date.

Pasture conditions in the Philadelphia milk shed have continued far below normal, although possibly not as poor as in some neighboring areas. Over the country as a whole, however, pastures were above average for August 1, but were much poorer than on July 1.

Milk price changes occurred in several neighboring markets, being increased in New Jersey 23 cents on Class I on August 16, and 25 cents on Class II, August 1. Likewise, the New York Class I was increased 25 cents on August 1 and another 35 cents on August 25, in the strike settlement.

Other markets reported increases, with Scranton up 70 cents and Pittsburgh up 40 cents in mid-August, restoring in part the price cuts of last winter. Producer prices in Cleveland, Ohio, were increased 7 cents; at Grand Rapids, Michigan, 25 cents; at Ottumwa, Iowa, 15 cents; and Milwaukee, Wisconsin, and Canton, Ohio, 30 cents. A retail increase of 2 cents per quart occurred at Scranton; 1 cent at Pittsburgh, Canton and Milwaukee. One-half cent increases occurred in New Jersey and New York City, with additional increases in New York late in August as a result of the strike settlement.

Butter production in July was estimated at 179 million pounds, a 3 percent drop from July, 1938. A decrease occurred in most important dairy states and especially in the eastern fluid milk areas.

The butter storage situation has shown marked improvement, with only about 4 million pounds increase in storage stocks in the ten principal markets during August, as compared with a 29 million pound increase during the first four weeks of August, 1938. Butter in storage on August 1 totalled 165 million pounds, 8 million less than a year earlier. Of this, 133 million pounds was in private hands.

Butter prices have been supported of recent weeks through buying by the Dairy Products Marketing Corporation, but the amounts purchased have been small as compared with 1938. The New York 92-score price has been held steadily at 24 1/4 cents.

Cheese production in July was reported as 58 million pounds, a drop of 6 million from July, 1938,

but still about 10 million pounds above the 8-year average. Cheese production each month so far in 1939 has been less than for the corresponding month of 1938, with decreases in all the major cheese producing areas. The amount of American cheese in storage as of August 1 was 99 million pounds, a decrease of 15 million from a year ago.

The United States Bureau of Agricultural Economics reports a continued high consumption of manufactured dairy products, stating that in June it was 8 percent higher than a year earlier and 6 percent higher than any other June on record. A large part of this increase was attributed to the distribution of butter for relief. Because of lower prices, however, total consumer expenditures for butter, cheese and evaporated milk combined were slightly less than a year ago.

Evaporated milk production was estimated for July at 223 million pounds, a very slight decrease from July, 1938, but a 14 percent increase over the 5-year average. The stocks of evaporated milk on hand on August 1 totalled 341 million pounds, largest on record for August 1, except in 1938.

Prices paid producers by evaporators averaged \$1.16 per hundred pounds of 3.5 percent milk in July, an increase of 3 cents over June and the same as in July a year ago. The wholesale selling price of evaporated milk advanced 1 cent per case during July, the average being reported as \$2.68 for forty-eight 14 1/2 ounce cans. This was 9 cents less than the July price a year ago.

Fluid milk sales have continued to increase, according to a Milk Industry Foundation report covering 136 markets. The average daily consumption in July was reported by them as 6,489,011 quarts, or 6.4 percent greater than a year ago. In the same report it is stated that milk company payrolls decreased 1.19 percent and employment decreased 2.76 percent since July, 1938.

Feed prices have continued a slightly downward trend, which is typical of this season of the year. Reports from feed dealers in the Philadelphia milk shed show, with one exception, that August prices of various feeds were less than in July and less than in August, 1938. A tabulation of feed prices appears on page 6.

Mrs.: "What lovely fleecy clouds! I'd like to be up there sitting on one of them."

Mr.: "All right—you drive. But let me out first."

1500 At District 26 Picnic



A "corner" of the crowd at the District 26 picnic, Cowan's Gap State Park, listening to Pennsylvania's Secretary of Agriculture, John H. Light.

THE THIRD annual picnic of Inter-State District 26 drew an attendance of more than 1500 persons; actual registration being slightly above 1400. Each of the four locals of the District was well represented by producers and their families, with large numbers also attending from neighboring areas, including Hagerstown and Waynesboro.

This event was held at Cowan's Gap State Park in Allen's Valley, on Thursday, August 3. The entertainment features of the program were furnished by local talent and included music by the "Kitchen Band," readings and songs. Numerous contests were held for young and old, with appropriate prizes awarded by local merchants.

The speaking program was started with an address by the Honorable John H. Light, Pennsylvania's Secretary of Agriculture, who asserted that "A vital problem to us today is to aid and assist the milk producer so that he may have a fair price for his products and enable him to live according to the American standards of living." He deplored the tendency in some quarters of mixing politics with milk and asserted that "statute law can never take the place of sound economics."

"Get" and "Work" Together

Mr. Light stated very emphatically that farmers must get together and work together in order to solve these problems which they are facing, adding that such cooperation will be far more effective than law or rigid control. This was well summarized in the statement that "The time must come soon when a larger

percentage of farmers and dairymen must devote themselves to their own organizations which are prepared to fight their battles for them. . . . Both the membership within a cooperative as well as the producers without, have a responsibility to themselves and to their community to unite for common defense to protect their families and their industry in securing for them a price for the product which will enable them to prosper. Singly a milk producer is helpless as an individual. He may voice his opinions in public against organized bodies, but unless he assumes the responsibility to aid in directing the business of selling his products he will always remain at the mercy of others."

Keep Members Informed

O. H. Hoffman, Jr., Inter-State's general manager, was the next speaker on the program and he also stressed the need for cooperation and, above all, the need for an understanding of the purposes and programs of cooperative endeavor. He said, "First, we too must have a membership that is in a proper frame of mind. And I don't mean by that a membership that is merely slumberingly satisfied with a reasonable return for its milk. It must go deeper than that for no organization can at all times secure a satisfactory return for its membership. There will always be lean years and uphill struggles and periods of financial unhappiness. These are the times when one must have members who understand and back one up. And to my mind there's only one way to get that sort of membership, it is first by engaging

only in open and above board practices, and then keeping the membership constantly and fully informed as to these practices. A farmer, if he knows the truth about things, will come as near standing back of you as will anyone else I believe. But, he must know the truth about things."

"We must adequately back the organization up with money, not to be spent unwisely nor foolishly—but for our mutual protection and in its accumulation we must be very careful that we keep the protective idea uppermost in our minds."

Feel and Talk Cooperation

Mr. Hoffman stressed the need for members not only belonging to a cooperative, but feeling and talking cooperation. He stated, "It is my belief that there is no method of reaching them which is half so sure nor half so effective as that of the work of their neighbors who are themselves enthusiastic cooperators. It ill behooves us to be too very critical of the man who stays out of the cooperative and criticizes, if we stay in and criticize. Don't forget what the Bible said—'And all that believed were together—and they—with one accord—did eat their meat with gladness and singleness of heart.'"

Throughout his talk, Mr. Hoffman drew a parallel between today's cooperative problems and cooperative efforts which are described in the book of Luke of our Bible.

Miss McCrea Speaks

Another speaker who also gave a short and pointed talk was Miss Vera McCrea, Director of the Home Department of the Dairymen's League Cooperative Association, who spoke on "Woman's Place in the Cooperative." She described briefly the work that the women of the Dairymen's League are doing for the welfare of their organization. She expressed her pleasure of the opportunity to meet with this large crowd of Inter-State members and their friends and urged them to heed the need for cooperation and the practice of the true cooperative spirit as outlined by the previous speakers.

The speaking program was concluded by Dr. V. C. Moyer of the Supplee-Wills-Jones Company, who explained the health regulations now being enforced in that area. He emphasized that, although these requirements are somewhat more strict than formerly, they open up a wider range of outlets for the products of the milk company, which

(Please turn to page 16)

NEW KIND OF PORTABLE MILKER

MEETS ALL INSPECTION PLUS! REQUIREMENTS
Amazing 2-piece milk head cleaned CLEAN in a few seconds. Vacuum adjustable to each cow. No pulsator, no pipelines. NEW Lip Action Valve that can't stick or foul. Result of 35 years' experience. Nothing like old portables. Don't buy any milker until you get facts about the new one. Rush name for sensational facts and amazing low price on the Portable Milker that took 35 years to perfect. Information Free.
Anker-Holth
Anker-Holth Mfg. Co., Room 209, Port Huron, Mich.



Ninth Annual Lancaster Co. HOLSTEIN-FRIESIAN BREEDERS SALE

Friday, September 22
at 12 o'clock noon E. S. T.
15 Cows, all with records over 400 lbs. butterfat.
14 Young Bulls whose dams have records up to 625 lbs. butterfat.
4 Heifers—one out of a dam with 625 lbs. butterfat, milking over 100 lbs. a day.
Sale in conjunction with
West Lampeter Community Fair
Lampeter, Penna.

Keep Your COWS in CONDITION!



Combat Poor Pastures This Sensible Way . . .

The drought has depleted pastures so seriously in many sections that dairy farmers are finding it advisable to take these two steps:

1. *Get rid of their low-producing cows and "boarders" in order to save on their roughage supply.*
2. *Begin at once an adequate supplementary grain feeding program. Reasons: (a) To build up "out of condition" cows, and (b) To further economize on roughage.*

After all, it's the sensible and most profitable thing to do. A shortage of milk this fall is probable because of the general, widespread drought and low production resulting from the under-feeding of cows last spring due to low milk prices. This should mean more favorable prices this fall.

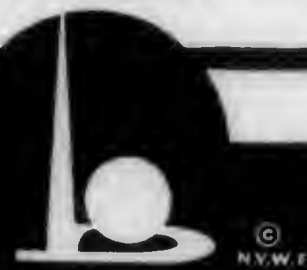


THE BEACON MILLING CO., Inc.
CAYUGA, N. Y.

We make feeds for chickens, turkeys, ducks, game birds, horses, swine, beef cattle, sheep, goats, rabbits and dogs.

BEACON Dairy Feeds

BEACON DAIRY RATIONS
are being used by the herd at the
DAIRY WORLD OF
TOMORROW
NEW YORK WORLD'S FAIR



So if your good cows are not in condition, we believe it will prove a sound investment for you to *get them in good productive condition as quickly as possible.*

The best way to do this, in our opinion, is to supplement your pastures with Beacon Dairy Rations and hay, green feeds or silage (if available).

Beacon Dairy Rations are backed by a 20-year record of proved performance. That is why they are today being used on hundreds of well-known dairy farms, including the world's most modern dairy, The Dairy World of Tomorrow, at the New York World's Fair.

Remember Beacon Dairy Rations contain no fillers of low nutritive value. They are formulated of the finest ingredients we can buy. Yet they cost no more than any other high quality feed. See your local Beacon Dealer or write us for our newest bulletin, "How to Supplement Poor Pastures."

District 26 Picnic

(Continued from page 15)

should mean a more stable market.

Lack of space prevents listing the merchants who contributed prizes for the drawings at the picnic and, for the same reason, the names of the winners of these prizes can not be carried. These prizes included a large number of items used regularly

on the farm and in farm homes. They included milk pails, milk stools coffee, flour, water melons, sugar, motor oil, paint, dairy cleaners and sterilizers, calf meal, strainer pads, cooking utensils, pitch forks, sandwich trays, shoes, ice orders, flashlights, inner-tubes, etc.

The cooperative spirit exhibited by the merchants who donated these

prizes contributed much to the success of the picnic.

Sister Sue: "Did you get any bad marks at school today?"

Brother Johnny: "Yes. But they are where they won't show."

What we see depends mainly on what we look for.—*Lubbock.*

INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XX

Philadelphia, October,

1939

No. 6

Ag. Econ. Building.
Cornell University.
Ithaca, N. Y.



Indian Summer

Delegates Will Hold Fourth Annual Meeting

NOVEMBER 28-29 are the days set for the fourth annual meeting of the Inter-State Milk Producers' Cooperative. This event will be held at the Benjamin Franklin Hotel in Philadelphia. The late dates were occasioned by the shifting of Thanksgiving from the traditional last Thursday in November to a day one week earlier. The attention of members is called especially to the fact that this year's meeting will be held on Tuesday and Wednesday.

The voting at the annual meeting will be confined entirely to delegates, thus assuring every section of the milk shed of approximately equal voice in determining policies. However, all members of Inter-State are not only welcome, but are urged to attend and are privileged to take part in any and all discussions. Likewise, this meeting is open to members of the families of delegates and members, and to their friends.

As the delegates and members have acquired a better understanding of the problems confronting the Cooperative the discussions at the annual meeting have been more extended and comprehensive. For this reason, the annual meeting committee, following out the instructions of last year's delegate body, has arranged a program that includes no outside speaker during the business sessions, the entire time being given up to discussion by delegates and members.

The policies determined at the delegate meeting will serve as a

guide to the directors and management during the ensuing year. Preceding the determination of these policies the delegates will hear the brief and concise reports of the officers of the Cooperative.

As usual a banquet will be held the evening of the first day of the meeting, Tuesday, November 28, this also being held at the Benjamin Franklin Hotel. It will not be possible to announce the banquet program until plans are more fully developed, but the annual meeting committee, under the chairmanship of Vice-President A. R. Marvel, is working hard to make this an outstanding event.

Resolutions may be presented by members or locals. Free and full discussion of the resolutions will be made possible by the giving over of a larger part of the program to this work.

Only through attending the annual meeting can a member acquire and feel the enthusiasm which prevails at these meetings. Attending and taking part in the meeting, whether as a delegate or as a member, helps develop a better and more complete understanding of the Cooperative and its work, which in turn will develop a better membership understanding.

Plan to attend the meeting both days if possible and, in coming, fill your car with other members of your family and your neighbor members of the Cooperative. It will be time well spent.

Board Discusses Work

THE DIRECTORS held their regular bi-monthly meeting at the offices of the Cooperative on Thursday and Friday, September 21-22. They approved plans for the payments of expenses to delegates to the annual delegate meeting on the same basis as in previous years, and also decided that, as in previous years, no complimentary banquet tickets would be issued except to speakers at the banquet.

The directors were given a report of the cancellation of memberships of inactive members and provided for the re-arranging of a few locals which, through these cancellations, fell below the minimum membership of 25.

A report was heard on the results of the study being conducted in Philadelphia on soft curd milk, and

is was recommended by the directors that this study continue an additional three months in order to obtain more comprehensive data on the nutritive value of this product.

The directors were informed that the Cooperative had carried out the instructions of the Executive Committee and applied for membership in the Metropolitan Cooperative Milk Producers' Bargaining Agency, which is operating in the New York market, so as to represent those members of the Cooperative in the Lancaster area, a part of whose milk is sold in New York.

Several instances of local membership problems were discussed, especially as to their relation toward the Cooperative and toward a stabilized market as a whole.

Requests for an increased pro-

ducer price, which had been received from several sources, were discussed from every angle by the directors and officers. Following the discussion the directors passed a resolution in which they cited rising costs of production and asked that a proper investigation be made and, if it was found advisable that the price of milk be increased, to petition the proper authorities for such action.

As this was the first meeting of the directors following the ending of the fiscal year of the Cooperative on August 31, the financial report for the preceding year was presented to the directors in detail.

Discussions on numerous local problems were carried on by the directors and officers, including inspection, sediment, changing of markets and related subjects.

The annual meeting committee reported on development of plans for that event which report is covered more fully on another page.

New York Producers Vote On Order Changes

The producer referendum on the proposed price increase in the New York market was completed on September 21, but as we go to press no report as to the outcome of the referendum has been announced. The amendments on which producers voted would provide for increasing the Class I price to \$2.82 per hundred pounds of 3.5 percent milk f. o. b. the 201-10 mile zone. Increases are also provided in several other classifications.

Announcement has been made of additional hearings in New York to consider amendments to the marketing order that are not concerned with price. Hearings will be held on these amendments at Albany October 10 and New York City on October 16, following which producers will be permitted to vote on the amendments. These changes involve, primarily, redefining the marketing area and modifying some features of the marketing order, the advisability of which has come to light through practical operating experience.

These hearings will be held jointly by the Division of Marketing and Marketing Agreements of the U. S. D. A. and the Division of Milk Control of the New York Department of Agriculture and Markets.

Be glad and rejoice in the other fellow's success—study his methods.

Mark your calendar, make your plans to attend the annual meeting of YOUR COOPERATIVE, November 28-29.

Take A Look At Your Property

YOUR SHARE in Inter-State should be one of the most valuable things you own. If it is, you can make it still more valuable through giving it attention. If you feel it is not as valuable as it should be there's all the more reason for looking after it.

Your local will be meeting shortly to review the year's work and select officers and delegates for the next year. You owe it to yourself and the money you are putting into the organization to be on hand.

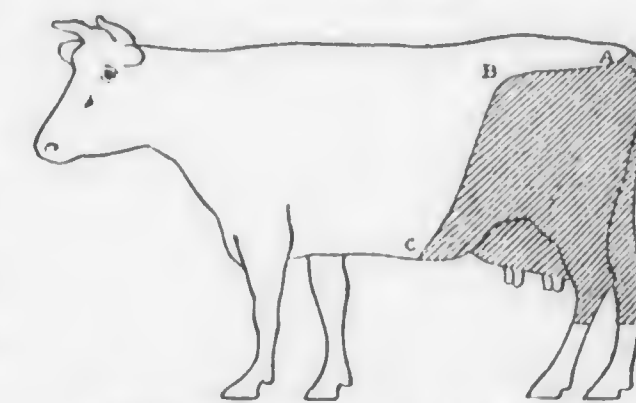
Don't miss it.

O. H. Hoffman

Watch These Points —Cut Down "Rejects"

AN OLD PROVERB says, "An ounce of prevention is worth a pound of cure." This applies with full force to sediment in our milk. In other words, the most satisfactory solution is to keep sediment out rather than trying to take it out.

If a few important rules are followed regularly a large part of the trouble from sediment will be eliminated entirely. At the head of the list we might place the necessity of clipping the cows frequently, so that the hair on the flanks, udders and the tail above the switch is kept short, thus greatly reducing the amount of chaff and dirt that may cling to the hair and at the same time make it much easier to clean the cow properly in preparation for milking.



Keeping hair on shaded area closely clipped will go far in reducing sediment to a minimum

will cause a very definite showing of sediment on the disc.

This precaution against dust should extend to the truck used in hauling the milk to the loading platform or the milk plant. The truck bed should be kept clean at all times and, if wet down immediately before loading the milk, dust will be settled and danger of sediment from that source reduced. Trucks used in the hauling of milk to receiving stations, unless equipped with tight bodies, should be equipped with canvas which is tied down tightly over the cans.

The milker himself should exercise certain precautions, especially that he milk in clean clothes and that he wash his hands carefully before milking and milk only with dry hands.

Dusty Feeds After Milking

When feeding in the barn special care must be taken that hay, straw or dry fodder of any kind be fed only after milking, so as to avoid contamination of the milk from dust raised through the handling of these feeds.

Each can of milk should be covered tightly immediately after

the strainer is removed from it and extra protection will be given the milk if a parchment paper is placed on the can before covering with the can lid. This will furnish a tight seal for the cover and reduce the possibility not only of dust entering the can but of loss of milk through splashing.

The Cooperative field representatives are ready at all times to help members find and eliminate the causes of unsatisfactory sediment tests of their milk. We again urge every member to call upon his field representative whenever such trouble occurs.

Two Good Ones

An unusual pair of cows can now be seen at the Borden exhibit at the New York World's Fair. These pure-bred Holstein cows are full sisters owned by Cornell University, both of which have production records in excess of 1000 pounds of butterfat in one year.

Cornell Ollie Pride, a nine-year-old cow, has a year's production record of 1079 pounds of butterfat from 24,304 pounds of milk, average test 4.3 percent, and her highest day's production was 137.1 pounds of milk. In addition, she is an All-American show ring grand champion.

The other sister, Cornell Ollie Catherine, is eight years old and has a production record of 1152 pounds of butterfat from 29,338 pounds of milk in one year, average test 3.9 percent, with her highest day's milk production being 121.6 pounds. This cow also was a show ring winner, having been grand champion at the 1938 National Dairy Show.

Your Inter-State Local will hold its annual meeting soon, watch for notice by mail.

INTER-STATE MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative

Incorporated
401 N. Broad St., Philadelphia, Pa.

OFFICERS

B. H. Welty, President
A. R. Marvel, Vice-President
J. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel

District

Directors, 1938-39
1. Alvin K. Rothenberger, Worcester, Pa.
2. Frederick Shangle, Trenton, N. J. R 2
3. J. M. Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa. R 1
6. H. K. Martin, Goodville, Pa.
7. Furman H. Gyger, Kimberton, Pa.
8. J. D. Reynolds, Middletown, Del.
9. Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. Fred A. Walls, Harbeson, Del.
12. H. B. Stewart, Huntingdon, Pa. R 4
13. Howard W. Wickersham, Kelton, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedyville, Md.
17. Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Alva Shuss, Everett, Pa.
19. A. R. Marvel, Easton, Md.
20. Charles R. Hires, Jr., Salem, N. J.
21. B. H. Welty, Waynesboro, Pa.
22. D. E. Witherspoon, Chambersburg, Pa.
23. Honorary Life Member—F. P. Willits, Ward, Pa.
*Member of Executive Committee.

FIELD DEPARTMENT

1. Ralph Zollers, Philadelphia, Pa., Director
C. E. Cowan, Lancaster, Pa., Ass't Director
C. Reynolds, Denton, Md., Ass't Director
E. P. Bechtel, Trappe, Pa.
J. J. Camp, Roaring Spring, Pa.
E. C. Dunning, Chambersburg, Pa.
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Clayton L. Keener, Nottingham, Pa.
H. D. Kinsey, Quakertown, Pa.
J. T. Plummer, Lewistown, Pa.
D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

Altoona—Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118M
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
South Jersey—H. T. Borden, County Extension Office, Woodbury, Box 334, Phone 800.
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Clean Milk Contest

It is appropriate that a feature of the Unionville Community Fair, to be held at the Unionville High School, October 26-27, be a clean milk exhibit. The plans are being supervised by John Corman, agriculture teacher at the Unionville school. Milk entered in this contest by high school students and by farmers will be judged separately.

Most farmers in that community depend upon milk for a substantial part of their income and, of course, the quality of milk has a direct

relationship to the success in marketing their product.

Preceding the fair, the boys studying agriculture in the high school will devote considerable attention to the essentials for safe-guarding the quality of milk. This will include sources of contamination, how to recognize the various types of contamination and their causes, and methods of prevention.

First Effects of the War

As far as we are concerned, the first effect of the war is an increase in feed prices, which at first was very sharp, then followed by a slight decline. Today, with the first objective of Russia and Germany achieved—the conquest of Poland—and these powers proposing peace, we are not in position to say whether the war will be of short or long duration. We do know it has increased the cost of producing milk.

So far the consumer, who pays the final bill, has received no cash benefits from the war except that there are more men at work. This should mean more milk in Class I but will not mean more buying power for those already employed.

Butter has gone up about 43/4 cents a pound over August (the monthly average price is up nearly 3/2 cents) and this alone adds 17 cents per hundredweight to the Pennsylvania Class II price and about 14 cents to the Class III price. It is probable that in October there will be another advance of 5 to 6 cents in the price of these classes.

On top of this there is the possibility of a new price order being issued by the Milk Control Commission which, it is rumored, would further increase the return to producers. Recent newspaper reports indicate that this long-expected order may finally and shortly become a fact.

The Board of Directors, at its September meeting, instructed the management to begin an investigation of the effects of these higher feed prices on the cost of production, to relate them to any increase in prices received and, on the basis of these findings, to take appropriate action.

Taken all in all, it seems that milk prices in the Philadelphia market have been reasonably stable during the past year or longer. However, cost of production is fully as important a factor as stability and it is this factor which occasions the present study. Unless we experience an abrupt lowering of feed costs it seems there will be no alternative but to seek a higher price for our milk.

McKee Succeeds Eisaman

With the resignation of Howard G. Eisaman as Chairman of the Milk Control Commission, effective as of September 1, and his resignation as a member of the Commission effective as of September 16, John M. McKee was named Chairman of the Commission to succeed Eisaman. Mr. McKee was appointed to the Commission by Governor James in June.

Announcement was made from Washington late in September that Eisaman had been selected as Market Administrator for the joint Federal-State marketing order in the New Orleans, Louisiana, market. This order went into effect on October 1.

An Opportunity For "Inter-State" Women

The women's page article in this Review contains an excellent suggestion which we should like to see grow and develop in Inter-State territory. Amending that suggestion to fit our conditions, it would provide for companionship and friendship among the wives and families of local and district officers and delegates.

These folks have much in common. They are leaders in their respective communities and it is most logical that the wives of these leaders would also be leaders in the social advancement of their communities and, of equal importance, in spreading a broader and more general understanding of the principles of cooperation, and of our own Co-operative in particular, throughout their entire community.

Rural Talent to Meet In County Contests

Rural groups in Pennsylvania which are active and interested in festivals, dramatics, music and folk games, will have an opportunity to compete in county contests during the fall and winter. Winners of county contests will later compete for state prizes. The purpose of this cultural arts program is the development of talent and the providing of wholesome fun and the stimulation of good quality programs for rural meetings. They also have real educational value.

Any rural group, whether grange, church, P.T.A., lodge, cooperative local or other group may participate. The participation may be in the form of one act plays, pageants, vocal groups, choirs, choruses, instrumental groups or folk game groups.

Full details may be obtained from county extension agents who will also extend help in planning for the participation of the group.

Vernon Bolte and Earle Uzzell, of Baltimore County, are here showing the "why" and "how" of sterilizing dairy utensils. They were given top honors in the Maryland 4-H dairy demonstration contest held at the Timonium Fair.



Maryland 4-H Winners Go to Dairy Show

In competition with six other 4-H dairy demonstration teams, the team representing Baltimore County won the Maryland State 4-H dairy demonstration contest. This event was held at the Timonium Fair.

The Baltimore team was given a rating of Superior by the judges of the contest and the Frederick County team, which placed second, was given an Excellent rating, the other five teams being rated Good. These teams were from Caroline, Talbot, Queen Anne, Washington and Montgomery Counties.

All teams demonstrated practices to be followed in the production of high quality milk except the team from Montgomery County, which demonstrated the method of fitting dairy animals for exhibition.

The members of the winning team are Vernon Bolte and Earle Uzzell. They were coached by J. Wheeler Ensor, Assistant County Agent, assisted by C. W. Seabold, local 4-H club leader. These boys, in their demonstration, called particular attention to and demonstrated the correct methods of sterilizing dairy utensils.

The Baltimore County team will represent the State of Maryland in the National 4-H Dairy Demonstration Contest, which is being held at the National Dairy Show in San Francisco in October.

Philadelphia Price Order Awaits Approval

It is again necessary to announce, as we go to press, that there has been no new order issued by the Pennsylvania Milk Control Commission covering the Philadelphia milk marketing area.

The public press of September 29, however, carried news releases from Harrisburg that an order had been written, but not yet approved, for the Philadelphia market. No indication was given in this release as to producer prices.

It was indicated that the proposed order provided that there would be uniform retail prices throughout the marketing area regardless of method of distribution.

Business at Locals

During the next five weeks or so the locals of the Inter-State Milk Producers' Cooperative will hold their annual meetings. These meetings are important. They provide an opportunity for every member of the Cooperative to come out and obtain first-hand information as to the work done by his Cooperative during the past year. These meetings also provide an excellent opportunity for exchanges of ideas as to what future work might be taken up and how the general welfare of the milk market can be served to best advantage.

At these annual meetings of Inter-State locals the officers of the local will be elected for the ensuing year and also the delegate (or delegates for larger locals). These delegates serve in their capacities throughout the entire year. They meet within their district to elect district officers and outline plans for district activities. When the term of their director expires they elect a director to represent the district on the Co-operative's Board of Directors.

The delegates meet in their annual delegate meeting at Philadelphia to determine policies for the ensuing year. At this meeting the delegates are enabled to obtain a cross-section of the problems facing the entire milk shed, which will give them a background for fitting their own local and district problems into the entire milk shed program.

The frank and free discussions by the members at the local meetings enable the delegate to judge quite accurately the attitude of his own local people toward any question that may come up at the delegate meeting.

The local meetings are open to all members of Inter-State and to members of their families. Voting, however, is confined to the members on a basis of one member, one vote. A local must have twenty-five members to be entitled to a delegate and may have an additional delegate for seventy-five additional members.

A son at college wrote to his father, "No mon, no fun, your son."

The father answered, "How sad, too bad, your dad."

War Increases Farming Risk

With war and uncertainty facing each and every one of us, and wondering what effect it will have on our own welfare, it is appropriate that we should try to find the best answer as to how to conduct our farm operations under these circumstances. It would appear that this uncertainty introduces one more gamble into the great business of farming.

We are giving you, therefore, the opinions of two well-known men who have been in excellent position to look at America's agriculture from a national viewpoint. They are Henry A. Wallace, our present Secretary of Agriculture, and Arthur M. Hyde, who preceded him in that office. We are indebted to the *Farm Journal* and the *Farmers' Wife* for their brief and terse comments which follow:

HENRY A. WALLACE: "Farmers should proceed with their plans as if the outbreak in Europe had not occurred. Supplies are ample and the farm programs can be used to increase production when and if that becomes advisable. Wheat-seeding time is at hand; in view of large world carry-over wheat farmers should cooperate in the program and avoid acreage increases. Farmers should take advantage of price increases, but they should do so in a way that will avoid reaction of the last war."

ARTHUR M. HYDE: "Any farm program is necessarily a gamble on course, duration, and outcome of the war. For myself I propose to go slow. Follow normal program, take the gravy, if any, and save it as reserve against reaction which is as inevitable as sundown. Better miss possible profits than risk bankruptcy trying to shoot the moon."

Shuster Succeeds McCue

George L. Shuster is now dean of the school of agriculture at the University of Delaware and director of the agricultural extension service and agricultural experiment station of that state. He succeeds Charles A. McCue, who served in those capacities from 1920 until his resignation on June 30, which was necessary for reasons of health.

Dean Shuster is a graduate of Ohio State University and has been connected with the University of Delaware since 1920, when he assumed the position as head of the agronomy department. He had been serving in an acting capacity in his new positions since December, 1938.

To keep your own secrets is wisdom, but to expect other people to do so is foolish.

Prices Paid for 4.0% Milk f. o. b. Philadelphia August, 1939

Abbotts Dairies	2.46
Baldwin Dairies	2.35
Breuninger	2.61
Wm. Engel Dairy	2.81
Gross Dairy	2.59
Hutt & Kempf	2.50
Missimer	2.45
Moseback Dairies	2.36
Scott-Powell	2.24
Supplee-Wills-Jones	2.42
Sypherd Dairies	2.46

South Jersey Prices

F. o. b. farm, per cwt. of 3.5% milk.			
	Class I	Class II	Class III
August	2.85	1.80	0.97
September	2.85	1.80	1.11

The price of 4% milk of each class is 20 cents more per hundred pounds than the 3.5% price.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

Class IA (Cream) price of \$2.20 applies on Altoona, Cresson, Doe Run, Huntingdon, Mt. Union, Reading, Tamaqua, Tyrone, Bethlehem and West Chester markets.

Class III Prices—4.0% Milk		
MARKET	AUGUST	SEPTEMBER
All Penna. Markets	\$1.02	\$1.16
Md. & Del. Stations	1.05	1.17
Wilmington	1.05	1.17

Average price 92-score butter at New York:
August, 24.25¢ per pound
September, 27.66¢ per pound

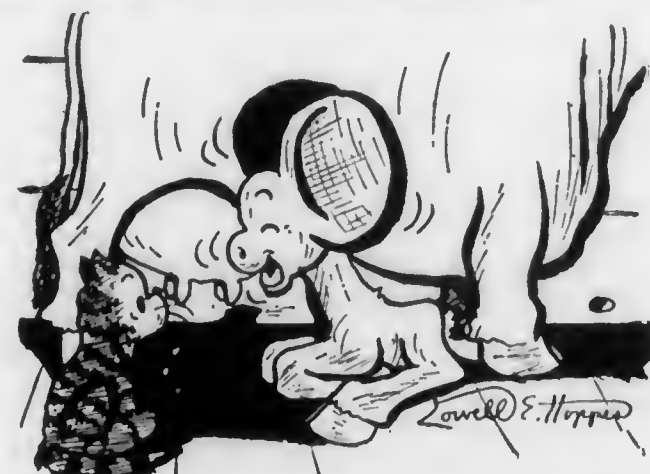
The August average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Difficulties strengthen the mind as labor does the body.—Seneca.

The wives and young folks of Inter-State members are welcome at the Local meeting.



"Too bad for you, you gotta wait 'til someone does the milkin' for ya, while I, I can up and eat anytime!"

Classification Percentages August, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies	68.4		26.1	5.5	88.4% Class I
Baldwin Dairies	64		19	17	
Blue Hen Farms	64.8		9.9	25.3	
Breuninger Dairies	78		15	7	
Clover Dairy	64.5		9.89	25.61	39% of Prod.
Delchester Farms	57		46		
Eachus Dairies	86.8	9.8	3.4		
Engel Dairy	90		7	3	
Fraims Dairies	70.17		9.15	20.68	
Gross Dairies	75		25		
Hamilton Dairies	74.33		21.34	4.33	
Harbison Dairies	77		15	8	66.23% Class I
Hernig, Peter	55		45		
Hoffman Dairy	34	5.6	60.4		
Martin Century Farms	(1)84.12		(1)15.88		70.96% Prod.
Meyers Dairies	70		30		75% of Prod.
Missimer Dairies	70.56		12.7	16.74	
Mosebach Dairies	51.78		6.18	(2)	59.29% Prod.
Mt. Union San. Dairy	(1-15)77	4		19	
Nelson Dairy	56		37	7	
Penn Cress Ice Cream Co.	47.4	3	49.6		
Scott-Powell	57		31	12	63% of Prod.
Supplee-Wills-Jones	64.76		34.54	0.7	75.66% Class I
Stegmeier, Clayton	56	4	40		
Sypherd's Dairy	70.9		14.1	15	
Turner & Wescott	47		53		
Waple Dairy	82.9	7.2		9.9	
Wawa Dairies	71		17	12	
Williamsburg Dairy	(1-15) 92	?	?	?	
"	(16-31) 95	5			

NEW JERSEY

	Norm	Cream	Excess
Abbotts Dairies	115		Balance
Castanea Dairy "A"	84	16	Balance
" " "B"	75	25	Balance
Scott-Powell	(3)100		Balance
Supplee-Wills-Jones	100		Balance

- 1) Martin Century paid in July, Class I 65.81% at \$2.79; and 18.31% at \$2.98; Class II 12.24% at \$1.37; and 3.46% at \$1.41. (Prices of 4% Grade "B" milk fob. Lansdale.)
- 2) 41.68% listed as New York surplus; 0.36% as Class V.
- 3) "A" bonus paid on 57.6% of norm.

Feed Price Summary For September, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	September 1939 (\$ per T.)	August 1939 (\$ per T.)	September 1938 (\$ per T.)	% Change Sept., 1939 compared with 1938	Sept., 1938 (\$ per T.)
Wheat Bran	32.21	25.95	24.84	+24.12	+29.67
Cottonseed Meal 41%	39.11	34.82	35.26	+12.32	+10.92
Gluten Feed 23%	31.78	27.72	31.12	+14.65	+2.12
Linseed Meal 34%	47.78	44.18	49.93	+8.15	-4.31
Corn Meal	32.44	28.34	30.85	+14.47	+5.15
Mixed Dairy Rations 16%	35.50	28.56	29.13	+17.30	+15.00
" 24%	40.46	34.51	35.08	+17.24	+15.34
" 32%	43.65	37.47	37.54	+16.49	+16.28
Brewer's Grains	32.72	26.38	26.90	+24.03	+21.64

Poor Wages—Or Good

To a great extent we write our own pay check on a dairy farm. Just another reason for owning good cows.

A cow producing 220 pounds of fat a year, according to Washington state figures, lets you earn a nickel every two hours you work with her.

By way of contrast, a 500-pound butterfat cow makes your earning power jump to almost a penny a minute.

The owner of the low producing cows works for almost nothing; the owner of the high producing cows earns a pretty substantial salary.—Cooperative News

Wife: "I want some money."
Husband: "Say, what did you do with that last dollar I gave you?"
Wife: "I spent thirty-seven cents in 1936, forty cents in 1937, and twenty-three cents in 1938."

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

August Averages and August and September Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in August	Class I Price August & Sept.	Class II Price August	Price September
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.41	\$1.58
Abbotts Dairies, Inc.	Coudersport, Pa.	2.03	2.38	1.33	1.50
"	Curryville, Pa.	2.10	2.47	1.34	1.51
"	Easton, Md.	2.16	2.56	1.35	1.47
"	Goshen, Pa.	2.21	2.63	1.36	1.53
"	Kelton, Pa.	2.23	2.65	1.37	1.54
"	Oxford, Pa.	2.23	2.65	1.37	1.54
"	Port Allegany, Pa.	2.03	2.38	1.33	1.50
"	Spring Creek, Pa.	2.06	2.34	1.32	1.49
Avondale Farms	Bethlehem, Pa.	1.78 1.70	2.85	1.26	1.43
Blue Hen Farms	Wilmington, Del.	2.21	2.77	1.55	1.67
Breuninger Dairies	Richlandtown, Pa.	2.32	2.62	1.36	1.53
Centerville Producers' Co-op.	Centerville, Md.	1.80			
Clover Dairy Company	Wilmington, Del.	2.21	2.77	1.55	1.67
Delchester Farms	Edgemont, Pa.	2.30	2.98	1.41	1.58
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.41	1.58
Eachus Dairy	West Chester, Pa.	2.73	2.85	1.26	1.43
Fraims Dairies	Wilmington, Del.	2.30	2.77	1.55	1.67
Harbison Dairies	Brandtsville, Pa.	2.30	2.62	1.36	1.53
"	Byers, Pa.	2.30	2.62	1.36	1.53
"	Carlisle, Pa.	2.30	2.62	1.36	1.53
"	Hurlock, Md.	2.26	2.56	1.35	1.47
"	Kimberton, Pa.	2.30	2.62	1.36	1.53
"	Massey, Md.	2.27	2.58	1.35	1.47
"	Millville, Pa.	2.21	2.50	1.35	1.52
"	Rushland, Pa.	2.30	2.62	1.36	1.53
"	Sudlersville, Md.	2.27	2.58	1.35	1.47
Harshbarger, J. E.	Altoona, Pa.	2.03	2.58	1.26	1.43
Hernig, Peter	Boiling Springs, Pa.	1.75 1.75			
Hershey Creamery	Greencastle, Pa.		2.85	1.26	1.43
Highland Dairy Co.	Doe Run, Pa.		2.96	1.26	1.43
Hoffman's Dairy	Altoona, Pa.	1.79	2.85	1.26	1.43
Johnson, J. Ward	Huntingdon, Pa.	2.60	2.98	1.41	1.58
Keith's Dairy	Woodlyn, Pa.		2.96	1.26	1.43
Martin Century Farms	Altoona, Pa.	2.60	2.98	1.41	1.58
Miller-Flounders	Lansdale, Pa.	2.60	2.98	1.41	1.58
Mount Union Sanitary Milk Co.	Chester, Pa.	2.48 2.50	2.85	1.26	1.43
Nelson Dairy	Mt. Union, Pa.	2.26	2.98	1.41	1.58
Pebble Hill Dairy	Jeffersonville, Pa.		2.98	1.41	1.58
Penn Cress Ice Cream Co.	Doylestown, Pa.		2.96	1.26	1.43
Scott-Powell Dairies	Cresson, Pa.	2.09	2.98	1.41	1.58
"	Clayton, Del.	2.02	2.60	1.35	1.47
"	New Holland, Pa.	2.05	2.66	1.37	1.54
"	Pottstown, Pa.	2.08	2.71	1.37	1.54
"	Snow Hill, Md.	1.93	2.44	1.35	1.47
Sheffield Condensed Milk Co.	Rising Sun, Pa.	2.13	(\$2.13 for all milk in August)		
Stegmeier, Clayton	Tamaqua, Pa.	2.23	2.96	1.26	1.43
Supplee-Wills-Jones	Bedford, Pa.	2.07	2.47	1.34	1.51
"	Centerville, Pa.	1.98	2.34	1.32	1.49
"	Chambersburg, Pa.	2.12	2.55	1.35	1.52
"	Hagerstown, Md.	2.08	2.49	1.35	1.47
"	Harrington, Del.	2.14	2.58	1.35	1.47
"	Huntingdon, Pa.	2.11	2.53	1.35	1.52
"	Leaman Place, Pa.	2.21	2.67	1.37	1.54
"	Lewistown, Pa.	2.12	2.55	1.35	1.52
"	Mercersburg, Pa.	2.12	2.55	1.35	1.52
"	Mt. Pleasant, Del.	2.14	2.58	1.35	1.47
"	Nassau, Del.	2.12	2.55	1.35	1.47
"	Princess Anne, Md.	2.07	2.47	1.35	1.47
"	Townsend, Del.	2.14	2.58	1.35	1.47
"	Waynesboro, Pa.	2.12	2.55	1.35	1.52
"	Worton, Md.	2.14	2.58	1.35	1.47
Sylvan Seal (Del. only)	F. O. B. Farm	2.10			
Turner & Wescott	Glen Roy, Pa.	1.97	2.65	1.37	1.54
Waple Dairies	Tyrone, Pa.	2.62	2.85	1.26	1.43
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.28	2.98	1.41	1.58
Ziegler Dairy Co.	Reading, Pa.		2.85	1.26	1.43

Secondary Markets

WILMINGTON MARKET

A dinner meeting of all Wilmington shippers was held at Newark, Delaware, on September 21, at which 161 chicken dinners were served. The report of the last year's activities of the committee was given by J. Leslie Ford, the secretary's report by W. Levis Phipps; and the financial report by I. Ralph Zollers.

Speakers on the program were George Worrlow, New Castle Co. agricultural agent, who talked on "If your pasture could talk." O. H. Hoffman, Jr., Inter-State's general manager, outlined market conditions and the work of the Cooperative during the past year.

The following members were elected to the Wilmington Inter-State Milk Market Committee: R. E. Bower, J. Leslie Ford, H. W. Cook, Irvin Klair, H. B. McDowell, Jr., Chas. B. Moore, J. Hazel Price, H. Wilson Price, and J. J. Rubincame.

The committee met following the meeting and re-elected R. E. Bower as chairman and J. Leslie Ford, vice-chairman of the committee. They also selected W. Levis Phipps as committee secretary.

Fall rains have resulted in a moderate increase in the Wilmington milk supply. One dealer, however, has taken on several additional shippers and several producers have recently joined the Cooperative in order to get the benefits of a guaranteed market. Some surplus of one dealer is going to Philadelphia, which has made it necessary for his producers to meet Pennsylvania and New Jersey regulations.

Members who are confronted with marketing or quality problems are urged to get in touch with either the nearest committee member or with Market Manager F. R. Ealy, who can be reached at the Wilmington Dairy Supply Store.

SOUTH JERSEY

With the closing of the regular vacation season at the shore towns, there comes the usual readjustment in markets in the South Jersey area. Several producers have been placed on new markets during the past few weeks and in a few instances surplus milk has been separated as temporary relief of the situation. Herds have been tested in several instances so as to check up on the test of individual cows in members' herds.

Plans are being developed for the annual meetings of locals in the

area. These meetings furnish an excellent opportunity for all members to obtain a complete report of the activities of the Cooperative during the past year and to express their ideas as to various policies and practices. It is significant that the members who attend these meetings are the ones who are really active in the operation of their market and of the Cooperative.

The regular executive committee meeting was held at Woodbury, on September 19, with all members present except Albert Stafford of Bridgeton, whose wife died recently. Our sympathies go out to Mr. Stafford and his family in their bereavement.

ALTOONA-HUNTINGDON

The market in this area is relatively quiet at present, with all producers having regular outlets for their milk. The market committee and market manager have, during the past summer, kept the milk of all members moving regularly and on several occasions had to shift supplies temporarily.

Members shipping to Altoona-Huntingdon, Lewistown, or neighboring markets are urged to get in touch with their committee members or with Market Manager J. J. Camp, at Roaring Spring, whenever they have quality or marketing problems which need attention.

LANCASTER

The monthly meeting of the Executive Committee of the Lancaster market was held September 25, at which marketing problems of the Lancaster area were discussed fully. These referred especially to prices of milk used in the Lancaster market as well as prices on that part of the milk which goes to New York. Developments in the New York market were discussed, including the hearings and the referendum of producers on price changes. Results of the vote have not yet been announced, but judging from sentiment, it appears that the proposed increase would be approved by producers.

Announcement was made that several minor changes not affecting price have been proposed in the New York marketing order and that hearings on these subjects will be held at Albany on October 10, and at New York City on October 16, to be followed by a referendum of producers.



"Homeward Bound" describes the peaceful marching of these cows, driven by Aldus W. Doutrich, Gap, Pa. Picture sent by daughter Betty.

The Executive Committee stressed particularly the annual meetings of locals in the Lancaster area. Members of the advisory committee of the Lancaster market are elected at these meetings, which makes it very important that all members attend, thus giving each one a part in the official election of the committee and in the discussions, which will help the Committee in carrying on its work.

With rains reviving pastures, there continues to be an ample supply of milk to fill local needs.

TRENTON

Milk Market conditions in the Trenton Area have become more stable during the last part of September. For a while it was thought it might be necessary to make some adjustment in norms to hold the market for all Inter-State members in the Trenton Area, but we are pleased to report this procedure has not been taken because of the cooperation of buyers, the New Jersey Milk Control Board, and the Trenton Milk Marketing Committee.

Frederick Shangle, Manager, continues to be in the office, 19 West State Street, Trenton, each Tuesday forenoon, to consider problems of producers who wish to come in.

Cop (to inebriate trying to fit key in lamp post): "I don't think there's anyone home there tonight." Buzzed: "Mush be. Ther'sh a light upstairsh."

"Your neighbors are honest, I hope?" one asked the old Negro. "Yessir, dey is."

"But you keep that loaded shotgun near your hen coop."

"Yes, dat's to keep 'em honest."

YOUR Cooperative's
Fourth Annual Meeting
November 28-29

The Fun That Milk Built

By Eve Cohen, of the J. Edwards Shoe Co.



Men and women bowlers, including several company officials, from the J. Edwards Shoe Company who not only appreciate the value of milk but drink it regularly at the factory.

ONE BUSY morning in our shoe factory, I was called to the front office to meet a representative of the Philadelphia Dairy Council. She had in her arms a package of beautiful posters all emphasizing health with special stress on milk. "Could you use these posters in your factory?" she said.

"Could I use them! Where can I get them? How much do they cost? And how did you happen to come here?" I answered her with these questions because for some time I had been looking for just such material.

Dairy Council Posters

Quite briefly the plan of the Dairy Council was explained. We could have several posters delivered to us each month. There was a series especially designed to interest both men and women. This service is free. To my amazement, no questions were asked as to whom we were buying our milk from or how much! We were already buying milk but soft drinks were outselling it in our factory cafeteria.

Of course I took on the poster service for our factory, and the walls of our cafeteria were soon decorated with amusing colored pictures, startling photographic posters, and beautiful prints—all showing wholesome looking people engaged in factory work or athletics. Never had I seen such posters put out by any other industry.

Along with the poster service I learned of some efficiency studies made in a Connecticut factory. All this, of course, appealed to our superintendent whose secretary I happen to be. Instead of being amazed at the reported decrease in fatigue, and the fewer absences caused by drinking milk in the middle of the morning and the middle of the afternoon, our Superintendent nodded his head. He had already read about the experi-

ment at Yale University and told me of similar treatments of employees in Switzerland. This program was followed in a factory with which he was previously connected.

Get Milk During Rest Periods

Within a very short time we had regular rest periods in our factory. All machinery was stopped twice a day and during that time the milk company sent men through the factory with half pint bottles of milk. Gradually this plan became very popular. With about 400 employees we were selling as much as 350 half-pint bottles a day. Hot weather helped to increase sales. Ice cream was introduced and met with some success. Finally our own employees attended to the distribution of the milk within the factory, having their rest periods after serving. Milk rest periods came to be a standard practice.

But all this had to stop because of labor troubles! It is enough to say that feeling ran high because of outside reckless instigators and therefore most of our privileges were discontinued. No cafeteria, no milk rest periods, no milk sold in the plant. All the good seemed to have been wiped out. But the clouds broke, the labor difficulties were settled and the storm was over. Soon the employees began to ask, "When will the company open the

cafeteria?" "Why can't we buy milk again?" "Oh, for a little rest period in the middle of the morning and afternoon."

Time heals all things and now, at the request of our shop committee, these privileges are restored. Our cafeteria is serving hot lunches again; the rest periods have been reinstated, we are again selling milk. Now, however, it is sold in our cafeteria to all who wish to purchase it. Our employees find it a relief to leave their machines to rest. Some go directly to the cafeteria to meet friends from other departments, conversing over a glass of milk.

Profits Go To Employees

But the profits! Even at the low price charged there accumulates weekly quite a margin above the cost of the milk. Our firm, being extremely interested in the welfare of their employees, insists that these profits should be returned to the employees. Therefore, we have such activities as picnics and moonlights during the summer months and at present we are planning a masquerade party to be given in our factory on November 3. Our company has planned to give us one entire floor in the factory, remove machines and supplies and give us every assistance for this occasion at which prizes will be awarded. We will also have a free Thanksgiving dinner served in our cafeteria the day before closing for that holiday. At Christmas time we will have a party and plan to give a box of candy to all employees from our milk and cafeteria fund.

Start Bowling League

But you haven't heard about our bowling leagues! The men in our factory have ten bowling teams which form their league. The girls' league has six teams. Every Thursday night we meet at Jimmy

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Cafeteria scene at J. Edwards Shoe factory. Notice bottles of milk and chocolate milk used as "pick-me-ups" during morning and afternoon rest periods, also Dairy Council posters on wall.

Woman's Place In The Co-Op Movement

THERE ARE probably as many definitions for the cooperative movement as there have been people who have discussed it. Some have defined a cooperative as a way of doing business, or a device to obtain improved bargaining power for groups of people with common interests. Others, more idealistic, emphasize the golden rule. For my purpose I will quote Frank Peck, formerly director of extension, College of Agriculture, University of Minnesota, who says "the cooperative movement represents a way of seeking opportunities of self-improvement by the acquisition of economic, returns and desirable social values." This definition seems to recognize the woman's as well as the man's interest in the cooperative movement.

Some of us have had cooperative elevators in our communities so long we perhaps take them for granted. We are likely not to give them the thought and cooperation that we should. We have a sort of blind loyalty. We are not yet awake to the part that cooperative marketing is playing in our lives and what we can do to get the most from our organizations.

Stir Up Interest

In the community where the cooperative has existed a long time, there is a chance for the women to stir up a more active interest. Instead of silent assent to the husband who owns a share in the cooperative and does business there, by asking a few questions she will start him talking. *If he is not already well informed on the volume of business, net profits, percentage of his neighbors who are members, size of the territory that is being served, all about patronage dividends (a point still not clear to many members), number of services offered, etc., he will get informed.* He will find that there are a great many interesting things about his own organization which he did not realize before.

Perhaps you have never heard of Highview, Iowa, a little town of two oil stations and a cooperative elevator. The first Thursday night of each month finds the board in session at the elevator and the wives assembled, to spend a social evening together. After the meeting at the elevator adjourns, the men join us, and during the discussions many unsolved problems of the Nation are settled over the coffee.

Here has developed a friendly

social group which takes in new members as they come on the board, and their wives, and still holds firm the friendships made with their predecessors, thus forming a growing group in our community which feels their cooperative is not only the best place for doing business, but that it also holds an important place in our community life.

Calls Out Community

Our annual meeting calls out the whole community. Entire families come. The program is made interesting, businesslike, and educational. The women bring cakes. Enthusiasm is contagious and a few interested people can create a great amount of it in their community in a short time.

Just a few miles away at another elevator, there is so little interest shown in the annual meeting that they often have to go down on the street and find enough members to make a quorum.

Most farm women have contact with town people through churches, clubs, and schools. I believe we do have work to do in clarifying to them the real purpose behind our cooperative organization. We can show them that our interest in cooperative marketing is for the sake of better economic returns for ourselves in order that we may raise our standards of living which will at once reflect on them. A cooperative is truly a democratic organization, for each member is entitled to only one vote in its business, while each shares in the earnings according to the amount of business he does with his organization. When we are able to get this clear to the people, they are much more friendly to us.

Object Lesson to Youth

Democratic control, so fundamental to the successful cooperative, should be an object lesson in teaching our youth the advantages of a democratic society.

Outside of being a primary help in creating interest in our organization, and creating a friendliness toward it from other business people, I feel women have a part in their cooperative from a personal standpoint. When we see or feel a thing personally, we are more concerned than when it only touches others. In good times when there is money enough to buy the necessities and keep the farm business running smoothly as well as provide the conveniences and needs of the house-

THIS interesting article, reprinted by permission from "News For Farmer Cooperatives", published by the Farm Credit Administration, tells an interesting story of woman's participation in cooperative activities, a participation which has been developed to an unusually high degree in some communities. Mrs. William H. Yungclas of Iowa is the author of this article.

hold, we naturally give less thought to market conditions. When a depression comes and farm returns are so much lowered that we feel a personal insecurity, we begin to wonder what should be done to restore the pleasant routine of good times. No true cooperator will be only a fair-weather member by staying in his organization through good times and getting out when times are bad.

"Talk Up" Advantages

I hope I make myself clear when I stress this point that the woman should talk up the advantages of her cooperative to all, but if she has fault to find, that should be taken to the directors and manager.

How the cooperative affects the family is probably next in importance to a woman. Only by staying by our cooperatives and having a voice in their control can we expect to increase our income and hence raise our standards of living so that we may give our families their rightful environment. However, just having part in a successful cooperative so that she may give her children their rightful share of this world's goods isn't all the woman owes her family. *A mother, taking part in cooperative activity, believing in it and teaching to her children its importance to the family's financial and social future, will in turn help them develop into better citizens.* A boy who grows up in this type of home will have from the start an open mind to the possibilities of this movement and just naturally feel that the cooperative is his own.

Looking at the cooperative from the community standpoint, we see that it is truly a community organization. The manager, board of directors, and their wives can do a great deal to make it so.

Cooperatives are growing in numbers and activities. They can do much for us, our family, and community. From an economic standpoint they can distribute among many the gains which in private business go only to a few; help break through selling and

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Dairy Dell Concludes Successful Season



Dairy Dell and staff wound up a highly successful season at Atlantic City in mid-September. This enterprising milk bar brought to the attention of thousands that milk is a great "vacation time" drink—refreshing and nourishing.

DAIRY DELL recently closed its second season of operation at Central Pier, Atlantic City, with a most gratifying record. This milk bar was established at the shore resort in the summer of 1938, as a means of advertising milk, as well as an outlet for the sale of milk. The promotional motive was, in fact, uppermost in the minds of the Co-operative officials and the South Jersey Inter-State Milk Market Committee when it was decided to operate the Dell.

The season just closed was considered highly successful. The reception by the public was excellent and as the season progressed sales continued to climb. Several additions and improvements were inaugurated during the season.

The Dairy Dell, this year, was supervised directly by the Inter-State, under the direction of Secretary-Treasurer I. Ralph Zollers. He selected and placed in active charge John V. Glass and Edith Tennant, each of whom had previous experience through work at the Dairy Dell at the Franklin Institute in Philadelphia. It was through the hard work and close attention to details of these three individuals that the Dairy Dell was able to show such a splendid record.

The Dairy Dell was opened for the 1939 season early in June and

continued until mid-September, having been closed down immediately following the end of the normal resort season.

Fall Feed Odors May Be Avoided

No season of the year is entirely free from the danger of feed odors in milk. Fall pasture frequently causes unsatisfactory odors because of garlic or other weeds and in such cases the cows must be removed from pasture several hours before milking, in order to avoid contaminating the milk with the odor of these strong fragrant weeds.

Likewise, many supplies of hay may impart strong flavors to the milk. This is especially true with hay that may have garlic, ragweed, or other weeds mixed with it and in many cases the feeding of alfalfa hay and silage of any kind within an hour or two before milking has been found to be the cause of unsatisfactory odors and flavors in milk. For this reason it is advisable to feed hay and silage after milking, or at least four or five hours before milking.

The odor of silage in the milking barn or on the clothes of the milk handlers can easily taint the milk. This can be avoided by keeping

silage out of the milking barn until after milking has been completed and keeping the doors of the silo vestibule closed.

Frequently frozen pastures are causes of unsatisfactory odors in milk and here again removal of cows from such pasture several hours before milking will reduce or eliminate the odors traceable to this cause.

Unsatisfactory flavors and odors may be traced at times to improper use of sterilizing materials, especially to improper draining of cans and pails after rinsing with the chlorine solution. Drain each utensil carefully so that there is left no accumulation of the solution which, upon contact with warm milk, may cause such odors.

Whenever Inter-State members run into trouble due to flavor or odors in their milk, they are urged to get in touch with their field representative, who will help find and remove the cause of this trouble.

Producers' Federation Meets In Chicago

The National Cooperative Milk Producers' Federation will hold its twenty-third annual convention in Chicago, Illinois, on November 15-16-17.

In announcing the place and dates, Charles W. Holman, Secretary, said: "Many problems affecting the welfare of dairy farmers under the present conditions of turmoil and uncertainty will undoubtedly be discussed by the delegates who will be in attendance. This year more attention will be paid to the internal problems of member associations than ever before and attendance at most of the sessions of the convention will be limited to the delegate body."

The Federation is the largest and oldest national organization of commodity cooperative associations owned by farmers in the United States. It has fifty-nine member units, with a total membership of approximately 350,000 dairy farm families in 41 states. The Inter-State Milk Producers' Cooperative is a member of the Federation.

The officers of the Federation are: President, N. P. Hull of Lansing, Michigan; 1st Vice-President, John Brandt, Minneapolis, Minnesota; 2nd Vice-President, W. P. Davis, Boston, Massachusetts; Treasurer, George W. Slocum, Milton, Pennsylvania; and, Secretary, Charles W. Holman.

Among its directors are B. H. Welty of Waynesboro, Pennsylvania, president of the Inter-State; and F. P. (Daddy) Willits of Ward, Pennsylvania, who is an honorary director.

National Leaders Discuss Rural Life Objectives

AGRICULTURAL leaders who assembled at Pennsylvania State College, August 30 to September 2, to attend the American Country Life Association meeting, participated in an unusually interesting program. The key note for the meeting, "What's Ahead for Rural America", was sounded by the Association's president, Dean Chris L. Christensen of the Wisconsin College of Agriculture.

He emphasized that farmers and their families are greatly confused about the effects of changing social, economic and political forces and modern technologies which influence their farm incomes and threaten the future of their family life. The real problem, the dean said, is how the farmer and his family can attain freedom through organization and group action.

Problems Increased

"Agriculture is an inseparable part of our national economy," the association president pointed out, "and will not be in a sound economic condition until national economy is set in order. The change to commercial farming has increased the problems of agricultural marketing," the speaker said, "and has thrown the farmer into the vortex of a complicated urban economic situation."

The welfare of American agriculture is not only wrapped up in the same package with American industry, commerce and labor, but is tied in no uncertain way to world economic conditions, Dean Christensen stressed.

Speaking of the importance of education to rural welfare, he declared for a blending of citizenship training along with cultural, social and vocational guidance through all formal and informal education from the common school through the institutions of higher learning.

Enrichment of rural culture through the arts was hailed by Dean Christensen as a third major emphasis of the national rural forum. The challenge, he said, is for a wider use of the means whereby vital cultural qualities may find expression and growth within our rural people. Drama, music, art, good literature and enjoyment of nature all contribute to the cultural side of life, the speaker said.

The speakers throughout the four days' sessions emphasized the need for cooperation among all groups. In carrying out this theme representation of agricultural organizations, of industry, and of labor appeared

on the program and outlined how, in their opinion, it was felt that a more successful national economy could be obtained through the cooperation of all groups. It was generally recognized that there were obstacles in the way of such cooperation but that first of all what is meant by cooperation should be thoroughly understood.

An outstanding feature of the meeting was an exhibit of rural art featuring the work of such nationally known artists as Grant Wood of Iowa and John Steuart Curry of Wisconsin, and others.

Rural Education Studied

In addition, several sessions were devoted to the problems of rural education, including rural schools and folk schools which have recently been initiated in some sections. Outstanding speakers on educational subjects included Jakob E. Lange, of Denmark, who has long been associated with the folk school of that agricultural country.

Two Pennsylvanians were elected to the board of directors of the Country Life Association. They are Miss Lois M. Clark of the Pennsylvania Department of Public Instruction and Carroll P. Streeter of the editorial staff of Farm Journal and Farmer's Wife.

Fourth annual meeting, Inter-State Milk Producers' Cooperative—Philadelphia, November 28-29.

CASH PRIZES FOR PICTURES

Entered in the Review Picture Contest

Prizes:

\$5.00 if picture is used on front page. \$1.00 if used on inside page.

Open to:

Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of picture:

Clear, sharp outlines; attractive background. Farm subject, that will interest others on its merits.

Description of picture (brief)

Identification of sender.

(Unused pictures will be returned.)

CALENDAR Of Local Meetings Watch for Notice by letter

District 1
Coatesville—Y. M. C. A.—8:00 p.m., October 17.

District 4
Princess Anne Court House afternoon, October 13.
Snow Hill—Snow Hill—evening, October 13.

District 7
Christiana Bairs Truck Shed, Gap—7:30 p.m., October 10.
New Holland—Farmers Bank—7:30 p.m., October 23.

Paradise—Paradise High School—7:30 p.m., October 11.

District 9
Newark—Wolf Hall, University of Delaware—7:30 p.m., October 19.

District 10
Bay View—Mechanics Hall—October 13.
Cecilton—Parish House—7:30 p.m., October 10.

Elkton—Court House—November 1.
Providence—Providence—October 30.

Rising Sun—High School—October 24.

District 11
Cochranville—High School—7:30 p.m., October 25.

Kemblesville—Landenberg—Kemblesville Hall—7:30 p.m., October 9.
Oxford—Oxford Grange Hall—7:30 p.m., October 16.

Quarryville—High School—7:30 p.m., October 30.
Southern Lancaster—Oakryn Hall—7:30 p.m., October 30.

District 15
Avon Grove, Kennett Square and West Chester, joint dinner meeting—Legion Hall, Kennett Square—6:30 p.m., October 18.

District 16
Duncannon & Loysville—Landisburg High School—7:30 p.m., October 11.

Cumberland County Chamber of Commerce Room, Carlisle—8:00 p.m., October 17.

On the Job Fifty Years

Members of Inter-State over most of the Philadelphia milk shed have met E. S. Bayard, or know him through his writings as editor of Pennsylvania Farmer. Mr. Bayard has, during the past summer, completed his fiftieth year of service with the Pennsylvania Farmer.

Ed Bayard has established an enviable reputation as a keen analyst of farm problems and ranks high as an exponent of what is just and right. No one can mention Ed Bayard without calling attention to his keen sense of humor and the excellent manner in which he handles himself at public meetings, mixing his sound advice with rare wit which drives his points home.

A bird in the hand may be bad table manners but it beats two in the bush any day.

Eight Districts Will Elect Directors

WITH THE TERMS of the directors of the Inter-State Milk Producers' Cooperative so arranged that approximately one-third expire each year, elections of directors are scheduled in eight districts this fall. These elections must be held following the completion of the local meetings of those districts and at least seven days before the annual meeting of delegates.

With the annual delegate meeting being held on November 28-29, this will require that the district meetings be held not later than November 21.

The districts in which the terms of present directors expire and the directors now representing these districts are as follows:

District	2	Frederick Shangle
"	6	Fred W. Bleiler
"	11	E. M. Crowl
"	16	M. L. Stitt
"	17	Jos. S. Briggs
"	20	Kenzie S. Bagshaw
"	22	A. R. Marvel
"	26	D. E. Witherspoon

The term of each of these directors expires at the time of the annual delegate meeting and the directors elected by the delegates in each of these districts, whether the old director is re-elected or a new director is chosen, will start the new term as of the first day of the annual delegate meeting.

The delegates in each district cast official ballots for the director to represent their districts on the Board. However, during past years the delegates in many districts have obtained the opinion of the members as a whole before making their selection. This consensus of opinion has been obtained in some instances through mass meetings; in others, through instructions by the members of the locals to their own delegates; and in some cases, through mail ballots sent to all members in the district.

The selection of directors is highly important. The Board of Directors have the responsibility of carrying out the policies of the Cooperative as adopted by the delegates, developing further policies in the periods between delegate meetings, and issuing instructions to the management according to those policies adopted. This requires good judgment and business ability. We must keep in mind that the director is, in fact, a hired man, not only for the members within his district but for the members of the organization as a whole.

AYRSHIRES AT AUCTION

The breed long noted for splendid udders and economical production through a long life period.

TREWERYN FARMS DISPERSAL

Springhouse, Montgomery County, Penna.

MONDAY, OCTOBER 9, 1939

At 12 O'Clock E.S.T.

80 Tuberculin and Bang's Free 80
40 Cows in Milk, 8 Close Springers
2 Herd Sires, Balance Heifers

One of the best and most favorably known Ayrshire herds in the East developed from the best blood lines in the breed.

A feature of the sale is the herd sire, Strathglass Douglass King and 31 daughters. The Junior Herd Sire is a double grandson of Penshurst Man O'War.

This sale offers dairymen a splendid opportunity to secure cattle that are at once good producers and foundation animals.

Catalogs available at the farm or write to

THE PATE SALES CO.

Kennett Square, Pa., Sales Managers.

Don't Let Heifers Lose Weight Already Gained

From now until they are placed in the barn for winter feeding, heifers on pasture need close attention, reminds R. H. Olmstead, Professor of Pennsylvania State College. Even though thrifty and growing as a result of good pasture feed, they often lose weight in the late fall unless given supplemental feed, he says.

Professor Olmstead suggests building a hay rack for making hay available to the young stock any time they wish. Silage also may be used to supplement the pasture. In some cases, grain feeding may be advisable. This need not be high in protein. Home-grown grain may be used entirely or as a large part of a mixture.

He reminds that large cows produce more milk than smaller individuals having the same ability to convert feed into milk. For that reason, a heifer should be given every opportunity to attain maximum size. It is also possible to have a well-grown heifer come into production two to four months earlier than a poorly-developed individual.

Bay View Community Fair

An annual event in the Bay View community of Cecil county, is the Community Fair. This year's fair will be held at Mechanics Hall, Bay View, October 26-27. It will be strictly a community enterprise, giving farmers and others in that vicinity an opportunity to see the quality of products raised by their neighbors, thus furnishing a comparison with results of their efforts.



STEWART CLIPMASTER

New anti-friction tension control assures perfect tension between blades for cooler, lighter running—faster, easier clipping. Makes blades stay sharp longer. Exclusive Stewart design ball-bearing motor is air cooled and entirely enclosed in the insulated EASY-GRIP handle that is barely two inches in diameter. Completely insulated—no ground wire required. The fastest clipping, smoothest running, easiest-to-use clipper for cows, horses, dogs, mules, etc. A \$25 value for \$19.95 complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5649 Roosevelt Road, Chicago, Illinois. 60 years making quality products.



"Was your father a college man?"
"Yes, but we never mention it.
The college he went to had a rotten football team."

Remind neighbor members and fill your car when you go to YOUR Local's annual meeting.

Consumption Gain Continues

INCREASED consumption of milk and manufactured dairy products is perhaps the outstanding development in the market situation during the past several months. The Milk Industry Foundation reports that daily average sales of milk during August showed an increase of 5.65 percent over the same period a year ago, this figure being based on reports from leading distributors in 136 markets.

The Bureau of Agricultural Economics reports a substantial increase in the consumption of butter, with decreases in consumption of cheese and evaporated milk. Total consumption of all manufactured products is greater than a year ago.

Milk production has continued higher than the normal level but is not as great as the unusually large production during the late summer of 1938. Reports covering a substantial part of the Philadelphia market showed an average daily production per farm during August of 239 pounds, which was exactly the same as a year previous. The July daily production of 246 pounds showed a 9 pound increase over July, 1938. It will be noted that in 1938 August production was 1.7 percent higher than July, while in 1939 the same comparison shows a 2.9 percent decrease. Milk production reports covering the country, show a drop from a year ago as of September 1, but an increase over the ten-year average for the same date.

Pasture conditions in the north-eastern section of the country have improved somewhat due to fall rains, but are below normal. Over the country as a whole, pastures were about normal September 1, but fell off rapidly during the hot, dry spell which struck the Mid-west during mid-September.

The Cream market has shown a seasonal weakness during the past several weeks, with cream meeting Pennsylvania requirements dropping from \$14.00 to \$12.00 per 40-quart can of 40 percent cream since late August. Details of these and other quotations will be found in the accompanying table.

Producer prices in the Philadelphia area have remained steady during recent weeks, with the exception that the higher butter price has carried the prices of Class II and Class III milk upward. Prices in several markets have shown recent increases. The producer price for Class I in Albany, N. Y., is reported up 50 cents per 100 pounds; Providence, R. I., 31 cents; Cleveland, Ohio, 30 cents; Dayton, Ohio, 35 cents; Columbus, Ohio, 20 cents;

Comparative Open Market Quotations per 40-quart can of 40% cream meeting various inspection requirements, as reported by Agricultural Marketing Service, U.S.D.A.

Week Ending	Inspection Requirements Met		
	Pennsylvania only	Pa., Newark, & Lower Merion	Pa., Newark, & New Jersey
Aug. 26.....	\$14.00	\$15.50	\$15.00
Sept. 2.....	13.50	14.75	14.50
Sept. 9.....	12.50	14.50	14.50
Sept. 16.....	12.50	14.50	14.50
Sept. 23.....	12.00	14.50	14.50

Omaha, Nebraska, 20 cents; Detroit, Michigan, 18 cents; and Seattle, Washington, 31 cents.

Retail price increases of 1 cent per quart occurred at Albany, Providence, Dayton, Columbus, Omaha, and Seattle. Increases of varying amounts occurred also at Cleveland, St. Louis, and Detroit.

Butter production showed a slight decrease in August as compared with a year ago but was higher than normal. Total production for the month was 164,960,000, while the January to August total was 1,271 million pounds, a one percent increase over the same months of 1938.

Butter storage reports showed 173 million pounds on hand September 1, a drop of 28 million, or 14 percent, under September 1, 1938. Partial reports, covering the ten most important markets have shown a steadily improving storage situation during September, with an 11 million pound drop in those markets during the 4 weeks ending September 28. A year ago the supply at these markets increased 19 million pounds during the same period.

Butter prices advanced from 24.25 cents for 92-score butter at New York on August 31, to 29 cents at the end of September, the monthly average increasing from 24.25 to 27.66 cents.

Cheese production in August was 52 million pounds, a 4 percent drop from August a year ago, with production during the first seven months totaling 370 million pounds, a 9 percent drop from a year ago, but 21 percent increase over the preceding eight-year average. Storage reports on cheese show 103 million pounds of American cheese on hand September 1, a 24 million pound drop from a year earlier but almost identical with the five-year average for that date.

Cheese prices have also shown a substantial increase during the past month, with the quotation for longhorns at Chicago increasing

from 14½ cents to 17 cents a pound in four weeks.

Evaporated milk production for August was estimated at 194 million pounds, three percent over August a year ago and seventeen percent over the five-year average. Production for the first eight months of the year was 1,597 million pounds, three million pounds less than a year ago but 230 million pounds above the preceding five-year average. Supplies of evaporated milk in manufacturer's warehouses on September 1 was 355 million pounds, a 15 percent drop from 1938. Prices to be paid producers by evaporators averaged \$1.18 in August, 2 cents over July and 3 cents higher than in August, 1938.

Production of dry skim milk showed a substantial increase during August as compared with a year ago, the output totalling 22 million pounds, a 16 percent drop. Supplies on hand September 1, totaled 18 million pounds, the equivalent of 15 days supply. A year ago 53 days supply of dry skim milk was on hand September 1. This condition is reflected in prices, with the dry skim milk price in August averaging 5.83 cents per pound, .58 cents more than in July and 1.23 cents over August last year.

The feed situation has shown a sharp change during the past month, with prices increasing 8 to 24 percent as shown in the table on page 6. This has been due largely to the advance in prices of corn and wheat due to the war outbreak in Europe. The total supply of feed grains on hand for the country is estimated at 112 million tons as of September 1, which is one million tons larger than a year ago and 4 million tons above the five-year average. This large supply is doubtless responsible for the decrease in price levels following the sharp rise in early September.

The business race is always won by a head.

Fun That Milk Built

(Continued from page 9)

Dykes Alley and in our simple inexpensive uniforms we play and talk and bowl together. Competition runs high, and in between the jokes and "wise cracks", you will hear more serious comments about good health—good food—exercise and sleeping hours. These topics are discussed often, and we realize that these factors make for greater efficiency in the factory and also for that reserve strength which allows us to play after working hours. Almost every member of our bowling leagues is a milk drinker. "Milk Builds Muscle", so says one of our posters.

And it all started on that busy morning when I left my desk to go to the front office and hear about the help in health work for factory employees which is offered by the Dairy Council.

Women's Place In The Co-Op Movement

(Continued from page 10)

buying monopolies; contribute toward economic stability; aid in raising the quality of products; and raise the standards of living for both farmer-producers and consumers.

From a social standpoint they are the most democratic type of organization because they grow out of common need; recognize no classes; provide for maximum local participation and control; and unify social groups on a basis of their common interests. They give a sense of modest self-importance to members who are naturally retiring and reserved. Can fascism or communism find a place in such a group?

Any movement as comprehensive as the cooperative movement has a place in it for women. People outside of cooperatives are not yet fully aware of their democracy or of the part they

play in a community, economically and socially. The woman's part here is to have this information and be able to pass it on to them. In the home where true cooperation begins she should know the cooperative's purposes and advantages and make use of them so that the home may be the center for a family having economic stability and security, the center of a little democracy in which the children will grow up with a knowledge of the responsibilities, economic and social, they must assume in a truly democratic community.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during August, 1939.

Farm Calls.....	1257
Non-Farm Calls.....	311
Butterfat Tests.....	3457
Plants Investigated (first half Aug.)	31
(second half Aug.)	21
Herd Samples Tested.....	555
Brom-Thymol Tests.....	256
Sediment Tests.....	32
Microscopic Examinations.....	106
Membership Solicitation.....	180
New Members Signed.....	19
District Meetings.....	3
Attendance.....	1524
Committee Meetings.....	8
Attendance.....	84
Other Meetings.....	7
Attendance.....	1671

Meeting Calendar

October 17—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.
October 24—Altoona-Huntingdon Inter-State Milk Market Committee—County Agent's office, Hollidaysburg, Pa.
October 25—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.
October 26—Wilmington Inter-State Milk Market Committee—Newark, Del.
October 26, 27, 28—Community Fair, Unionville High School, Unionville, Pa.
October 26-27—Bay View Community Fair, Mechanics Hall, Bay View, Md.
November 15-16-17—Annual Meeting, National Cooperative Milk Producers' Federation—Chicago, Ill.
November 28-29—Annual Meeting, Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

Teacher: "Which hand is the Statue of Liberty holding over her head?"

Smart Kid: "The one with the torch."

Milk led all products as the largest single source of farm cash income in 1938 with a total of \$1,430,000,000.

Attend the meeting—Help elect the officers and delegates of YOUR local.

NEW KIND OF PORTABLE MILKER

MEETS ALL INSPECTION PLUS! REQUIREMENTS.....
FREE! Amazing 2-piece milk head cleaned CLEAN in a few seconds. Vacuum adjustable to each cow. No pulsator, no pipelines. NEW Lip Action Valve that can't stick or foul. Result of 35 years' experience. Nothing like old portables. Don't buy any milker until you get facts about the new Anker-Holth.
Anker-Holth Mfg. Co., Room 2010 Port Huron, Mich.

Animal Clipper
WAS \$22.50
Now Improved Model Only \$17.50 POST PAID

Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original single unit clipper—at the lowest price in history. The Andis is easier to operate—its weight rests on the animal as you guide it with the form fitting handle. Has a more powerful, fan cooled and dust sealed motor—no shafts or bands. Blades run on hardened steel roller bearings—are quickly interchangeable for clipping cattle, horses, sheep, dogs, etc. The Andis is the choice of leading veterinarians, Army, Navy, Air Force, and everywhere. Low Cost Operation: A Battery Runs It! You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC, only \$17.50. Model for 6 v. storage battery, 9 v. DeLaval Unit, 32 v. light plant, 220 v. High Line, \$2 extra. 20 feet of unbreakable rubber-covered cord—plus equipment. Send only \$1 (specify voltage wanted)—pay postman balance (we pay postage) or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.
ANDIS CLIPPER CO., Dept. A17K Racine, Wis.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

DAIRY CATTLE

GUERNSEYS: Breeder will loan promising bull calves from proven strains to responsible dairymen who desire to improve herds. J. Howard Cliffe, Ivyland, Bucks Co., Pa.

MILK COOLERS

Twenty-four can Esco cabinet, two compartments circulating pump, 1½ horsepower Fridgidaire compressor, guaranteed, \$350 installed. H. R. HURLEY, 266 Highland Avenue, Trenton, New Jersey.

CLIPPERS

CLIPPER BLADES SHARPENED. Enclose 50¢ with each set of blades mailed. Satisfaction guaranteed. Prompt service. Andis and Stewart Electric Clippers, Repairs, Parts, Blades. Send for 1939 clipper book. GEO. F. CREUTZBURG & SON, Dept. D., 119 North Sixth St., Philadelphia.

DOGS

HUNTING HOUNDS: Forced Sale. Six Coonhounds, Two Minkhounds, One Skunkhound, Three Foxhounds, Four Rabbithounds. Pictures. State wants. ISAAC GINGER, D-34, Herrick Illinois.

A woman on a party line took down the receiver, heard another woman remark, "I just put some beans on to cook."

Some time later the other two women were found still talking. Impatient to make her call, the first woman broke in: "Madam, I smell your beans burning."

There was a scream; receivers slammed, and the line was open.

SEPTEMBER, 1939, BUTTER PRICES			
Date	Philadelphia	New York	Chicago
1	24 1/4-25	24 1/2	24
2	24 1/4-25	24 1/2	24
3	25 1/4-25	25 1/4	24 1/2
4	27 1/4	26 1/4	26 1/4
5	27 1/4	26 1/2	26 1/2
6	27 1/2	27	26 1/2
7	28 1/2	28	27 1/2
8	28 1/2	28	27 1/2
9	28 1/2	28	27 1/2
10	28 1/2	28	27 1/2
11	28 1/2	28	27 1/2
12	28 1/2	28	27 1/2
13	28 1/2	28	27 1/2
14	28 1/2	28	27 1/2
15	29 1/2-29 3/4	28 1/2	28 1/4
16	28 1/2-28 3/4	28	28 1/4
17	28 1/2-28 3/4	28	28 1/4
18	28 1/2-28 3/4	28	28
19	28 1/2-28 3/4	28	28
20	28 1/2-28 3/4	28	28
21	28 1/2-28 3/4	28	28
22	28 1/2-28 3/4	28 1/4	28 1/4
23	28 1/2-28 3/4	28 1/4	28 1/4
24	29 1/2-29 3/4	29	28 1/2
25	29 1/2-29 3/4	29	28 1/2
26	29 1/2-29 3/4	29	28 1/2
27	29 1/2-29 3/4	29	28 1/2
28	29 1/2-29 3/4	29	28 1/2
29	29 1/2-29 3/4	29	28 1/2
30	29 1/2-29 3/4	29	28 1/2
Average	28.22	27.66	27.44
Aug. '39	24.56	24.25	23.54
Sept. '38	26.14	26.25	25.50

"44.4 lbs. of Better than 4% MILK DAILY"

That is the Daily Average of the 150 PURE-BRED COWS during the first four months at BORDEN'S DAIRY WORLD OF TOMORROW, New York World's Fair

"Beacon's 16% dairy feed has lighted the way to persistently high production at Borden's Dairy World of Tomorrow.

"With scarcely an exception, each cow will return to her own home from the New York World's Fair more attractive looking than when she arrived. Sleek, velvety coated, bright eyed, and alert—each cow indicates she is glowing with health. As to production, an average of 44.4 pounds of better than 4% milk daily for the first four months on the 150 cows, speaks volumes. This, notwithstanding unusually long periods of excessive heat and high humidity.

"Calves born at the Fair have done remarkably well on Beacon Calf Pellets and Calf Ration.

"Every real cow-man who has seen the exhibit has been unanimous in his praise for the fine physical condition of every animal. Beacon Feed should feel proud of this grand showing."

SIGNED *Vere S. Culver, Head Herdsman,*
Dairy World of Tomorrow.

Sept. 20, 1939

We thank you, Mr. Culver, for your comments. And we are glad that Beacon Dairy Rations and Calf Feeds have been given this opportunity to again prove themselves on this distinguished herd.

For 20 years Beacon has blazed a new trail in high-producing dairy feeds. Beacon Dairy Rations are formulated of the finest ingredients we can obtain. They are *precision* feeds throughout, made especially for Northeastern herds. No fillers of low nutritive value are ever used! Proof that our formulas contain the *correct proportion* of ingredients for maximum results has been confirmed time and again by official tests.

Try the Beacon Feeding Program on your own herd! Put it to **TEST** alongside of any other feeding plan you may be using! *That* is the best way to discover how much Beacon Dairy Rations can help *you* to get increased production! See your local Beacon Dealer for complete details.



THE BEACON MILLING CO., Inc. CAYUGA, N. Y.

We make feeds for chickens, turkeys, ducks, game birds, horses, swine, beef cattle, sheep, goats, rabbits and dogs.

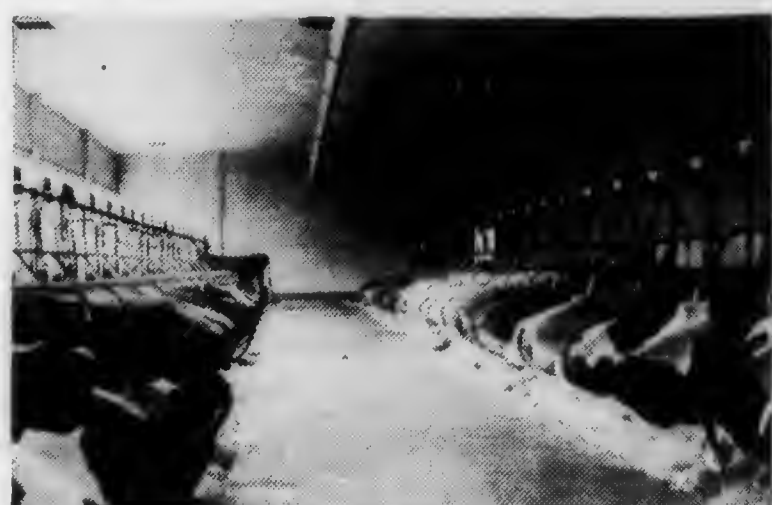
BEACON Dairy Feeds



Vere S. Culver, Head Herdsman, Borden's Dairy World of Tomorrow. Mr. Culver is a nationally known "cow-man."
(Allied News-photo)



The Rotolactor—a Walker-Gordon feature—where cows are "milked as they ride" at Borden's Dairy World of Tomorrow. (Underwood & Underwood Photo)



One of the cow barns where the 150 pure bred cows of five breeds are stabled at the Fair.

Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTE

Vol. XX

Philadelphia, November, 1933

No. 7

Prof. Leland Spencer & Fm. Mgt.
Dept. of Agr. Econ.
Cornell University.
Ithaca. N. Y.



Not a Red Ear In Sight

Official Notice to Delegates

Inter-State Milk Producers' Cooperative

The Annual Delegate Meeting will be held Tuesday and Wednesday, November 28-29, 1939, commencing at 10 o'clock A.M., at the Benjamin Franklin Hotel, Ninth and Chestnut Streets, Philadelphia, Pennsylvania.

Board of Directors

B. H. Melty

President

A. Ralph Jollens

Secretary

All members of the Cooperative are welcome to attend all sessions of this meeting and take part in all discussions.

Come Out, Members, Attend The Annual Meeting

DELEGATES elected by the 113 locals of the Inter-State Milk Producers' Cooperative will hold their annual delegate meeting at the Benjamin Franklin Hotel, Chestnut and Ninth Streets, Philadelphia, on Tuesday and Wednesday, November 28-29. This will be the fourth annual delegate meeting of the Cooperative and the twenty-third annual convention of organized milk producers in the Philadelphia milk shed.

As in previous years, the business of the Cooperative will be transacted by the delegates and only delegates may vote on questions involving Cooperative policy. However, any member of the Cooperative is eligible to attend the meeting and to take part in discussions. Every part of the Inter-State territory is equally represented when the voting is confined to delegates only, thus giving distant points equal voice with nearby areas from which it is much easier to obtain a large member representation.

Starts at 10:00 A. M.

The opening session will be held at 10 A.M. on Tuesday, November 28, with most of the morning's session being devoted to reports of the work done during the previous year. This will give all members and delegates an excellent opportunity to obtain a first-hand account of achievements.

It is natural that these reports will provide a starting point from which discussions of future policies will be made.

Featuring the early part of the afternoon program will be a report

on progress and policies of the Cooperative, to be given by O. H. Hoffman, Jr., general manager. A report of the Dairy Council's work in promoting the use of milk in our retail markets will be presented by C. I. Cohee, president of the Philadelphia Inter-State Dairy Council.

Afternoon Business

Following out the directions of the delegate body at the 1938 meeting, there will be no outside speaker on the program during the business session of the meeting. A short educational number, however, is being substituted, which will provide relief from a continuous afternoon of discussion. This will be a demonstration on guarding the quality of milk, by Pennsylvania's state champion 4-H Dairy demonstration team, consisting of Helen Konhaus and Harold Loy of Cumberland County. These young folks have put on this demonstration before numerous large groups and in every instance their work has won high commendations.

The final business of the afternoon will be the reading of resolutions and presentation of copies of the resolutions to the delegates, with action on the resolutions being deferred until the following morning. Such time as is available will be given over to discussion of market problems by delegates and members.

Send Resolutions Early

In order to save the time of delegates all resolutions will be referred first to a Resolutions Committee consisting of G. Walter Sharpless, Kennett Square, Pa.,

H. Stockton Startt, Chestertown, Md.; H. H. Fisher, Stockton, N. J.; and W. H. Jump, Houston, Del. This Committee eliminates duplicate resolutions, selects the most comprehensive of similar resolutions on the same subject, and makes recommendations to the delegate body for action on the resolutions. The Committee meets at the office of the Cooperative on November 27, the day before the delegate meeting opens, and it is urged that all resolutions be sent to them in advance. Address them to the Resolutions Committee, Inter-State Milk Producers' Cooperative, 401 North Broad Street, Philadelphia, so they will reach the Committee on or before that date.

Excellent Banquet Planned

The banquet on the evening of Tuesday, November 28, will provide the members with both food and entertainment. The Governors of the four states comprising the milk shed have been invited to attend the banquet and to meet milk producers from their own and neighboring states in an informal, non-business atmosphere. A program of entertainment featuring a number of high class acts will complete the evening's festivities.

The Wednesday (November 29) session will open at 9:00 A.M. and will be strictly a business session open to delegates, members and the members of Inter-State families. At this session final action will be taken on resolutions and any additional business brought up by delegates will be considered by the delegate body. (Please turn to page 10)

When The President Changed Thanksgiving

HE UPSET the original plans for our annual meeting as well as the plans of a lot of other people in this country.

But we are all squared away again and the affair will take place at the Benjamin Franklin Hotel in Philadelphia on Tuesday and Wednesday, November 28 and 29.

Here your delegates, elected by your locals, will transact the business of the Cooperative in accordance with the instructions which you have given them. Here will be determined the policies under which your milk will be sold next year. Last, but far from least, here will be Inter-State's annual banquet on Tuesday evening.

As a member you have a right to attend and you are welcome. It will mean much to all of

us and will make an even better meeting if you, too, can be on hand.

And about this Thanksgiving business, regardless of what day is designated, we have a lot of things to be thankful for. Whether moving it ahead a week means more or less business, for the storekeepers before Christmas is not half as important as the proper observance of its true purpose. After all, as I remember it, Thanksgiving was originally established as a day giving thanks unto God rather than cash unto man.

O. H. Hoffman Jr.

Price Hearing Held in Three State Markets

Price hearings have been held in three Pennsylvania markets during October. A hearing opened in Pittsburgh on October 5, for the consideration of prices to producers, prices to be charged for milk sold at retail, and the readjustment of boundaries of the Pittsburgh milk marketing area. After being in session two days it was found necessary to postpone the completion of the hearing until October 16, when an additional three full days were devoted to the taking of testimony.

The Pittsburgh price was decreased from \$3.06 to \$2.30 per hundred pounds of Class I milk as of February 10, with the Class IA price being decreased from \$2.22 to \$1.75 at the same time. A hearing held in Pittsburgh in July resulted in an increase in these prices to \$2.70 for Class I milk and \$2.00 for Class IA effective on August 1.

The Commission also held a hearing at Scranton on October 18 for the consideration of the same items, that is, producer and consumer prices and marketing area boundaries for the Scranton marketing area. It will be recalled that the Class I price at Scranton was reduced from \$2.80 to \$2.05 on April 1, the Class IA price being reduced from \$2.20 to \$1.75 at the same time. A large part of these cuts was restored when the Class I price was raised to \$2.70 on August 16 and the Class IA price to \$2.00 on October 5.

A hearing was scheduled for Harrisburg on October 25 for the consideration of producer and con-

sumer prices and the adjustment of marketing areas for the Harrisburg area, No. 8. A new price order went into effect at Harrisburg on September 1, establishing a \$2.50 Class I price. This order was based on a compromise among producers and distributors, the previous order not having been followed in determining prices actually paid.

It is expected that orders covering these markets will be issued at an early date but no indication has been given as to the price schedules which may be specified.

Replacements

Would you be perfectly willing to sell your best cows? Of course not! No one else is either. Do you ever have difficulty paying your notes when they come due? Oh, you do! Most everyone else does, too.

There are about 250,000 dairy cows in New Jersey. Since the average period of usefulness of a dairy cow is 5 years or less, this means that New Jersey dairymen need 50,000 animals for replacement purposes annually. At the present time there are about 30,000 purchased replacements coming into New Jersey from other states. Assuming that an average replacement costs \$125 per head, this means that the annual states replacement bill amounts to \$3,750,000. It might be well to work out a plan whereby most of this money can be produced on the farm in the form of home grown replacements.

When you buy replacements you usually get the other fellow's low producer or diseased cast-off. It is

very difficult to improve or even hold the present production in herds that are maintained by means of purchased replacements. When you grow your own replacements you can select the calves from your best producers. You also reduce the hazard of introducing disease into the herd. The cost of growing replacements can be greatly reduced by the liberal use of quality roughage that can be produced profitably on New Jersey farms. A D.H.I.A. program combined with artificial insemination will improve the inheritance from year to year. A D.H.I.A. program spots out the best producing cows that may be bred artificially to proven sires or bulls of superior inheritance.

—New Jersey Cow Testing Studies

Butter !! A Superior Food

Every good cook knows that the liberal use of butter adds a flavor to foods which can be obtained in no other way. Butter improves the flavor of any dish in which fat is used. It has been said that butter has the unique power to transform a mediocre meal into a culinary triumph.

And superior flavor does more than merely delight the palate, says the National Dairy Council. Investigators have found that the entire digestive system is affected by hunger and appetite. Thus foods which appeal to the appetite create the most favorable conditions for digestion.

Butterfat is highly digestible and is unique among food fats because of its high natural content of vitamin A.

INTER-STATE MILK PRODUCERS REVIEW

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New Jersey Hears Evidence on Costs

A public hearing was held by the New Jersey Milk Control Board on October 24, for the consideration of producer and consumer prices and related subjects. The hearing was requested, according to reports, because of the situation caused by the drought in New Jersey, which has reduced the supply of home-grown feeds and made necessary the purchase of greater amounts of commercial feeds, thus contributing

toward an increased cost of milk production.

Both the Trenton and the South Jersey Secondary Market Committees were represented at the hearing and a brief was presented by F. P. Willits, Jr., representing the Inter-State as a whole. In this brief, factual information was presented as to feed costs and their influence upon the cost of production. Pasture conditions throughout the summer were reviewed and the farm wage situation was outlined.

In the closing statement of this brief, the Control Board was asked to "use this information along with other information and statistics now at your command and take immediate steps to determine and establish the highest producer price consistent with sound marketing practices."

The Board gave no indication as to when action would be taken upon the testimony presented at this hearing.

Why Not Make It "Standing Copy"

When a printer is called upon to print exactly the same article over and over he holds the type from one time to the next and calls it "standing copy". That would certainly be the simple way to tell Inter-State members for the fifth time that "As we go to press the long expected price order for the Philadelphia Marketing Area has not yet been issued by the Pennsylvania Milk Control Commission."

That is exactly the situation. The hearing was held in May, closing May 19, and, allowing necessary time to transcribe the notes and study the testimony of five days of hearings, it was expected an order might be issued early in June.

Each month since then, as press date neared, we watched every mail, every newspaper, for news of a new order, then finally wrote a brief item stating that the order was not yet out. A month ago, based on newspaper reports, we predicted the order would soon be issued but as events turned out those reports, as Mark Twain commented about reports of his own death, "were greatly exaggerated".

So—
Here goes again:—"As we go to press with the November Review the long expected price order for the Philadelphia Marketing Area has not yet been issued by the Pennsylvania Milk Control Commission."

Edward B. Walton of London Grove, Pa., suffered the loss of his barn and its contents of hay and feed grains by fire early in the morning of October 22. All livestock except a few calves was saved.

December Review Will Carry Full Report of Meeting

A full and complete report of the annual delegate meeting of the Inter-State Milk Producers' Cooperative will be carried in the December Review. This will include the reports of officers covering the year's activities, principal business carried on at the meeting and the results of the election of directors in the eight districts where elections will be held this fall. Also included will be the officers elected by the directors and the selections for the Executive Committee for the ensuing year. A complete record of resolutions approved by the delegates will be included in this report.

Because of the late dates of the meeting this year, the preparation of the December Review will be delayed a few days and members will receive their copies a little later than usual. Another factor which will contribute to this delay will be the extra work involved in getting out the larger issue which is necessary for carrying the full annual meeting report.

It is expected that the December Review should reach readers' hands by December 8 or 9 at the latest.

Life isn't in holding a good hand, but in playing a poor hand well.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, etc., required by the Acts of Congress of August 24, 1912, and March 3, 1933, of INTER-STATE MILK PRODUCERS' REVIEW, published monthly at Philadelphia, Pennsylvania, for October 1, 1939.

Before me, a notary public in and for the State and county aforesaid, personally appeared H. E. Jamison, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of the Inter-State Milk Producers' Review and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher—Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia, Pa. Editor—H. E. Jamison, 401 North Broad St., Philadelphia, Pa. Managing Editor—None. Business Manager—H. E. Jamison, 401 North Broad St., Philadelphia, Pa.

2. That the owner is Inter-State Milk Producers' Cooperative, Inc., 401 North Broad St., Philadelphia, Pa. No stockholder owns as much as one percent of the total amount of stock.

3. That the known bondholders, mortgages, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

H. E. JAMISON, Editor
Sworn to and subscribed before me this 18th day of September, 1939.
[SEAL] A. Grace Lipschutz
(My commission expires May 11, 1940.)

Lydia M. Young,
West Chester, Pa.,
wins a prize in the
Review picture con-
test with this excel-
lent view of their
farm taken the day
following Thanks-
giving last year.



Ingwalsen Named 4-H Leader in Jersey

Appointment of Kenneth W. Ingwalsen as state leader of 4-H club work in New Jersey was announced early in October by Professor L. A. Bevan, extension service director at the State College of Agriculture, Rutgers University.

A state 4-H club agent for the University of Minnesota since early 1936, Ingwalsen assumed direction of New Jersey's 4-H program, in which more than 11,000 boys and girls are enrolled, on October 16. He succeeds Dr. H. W. Beers, resigned.

Born and reared on a farm at Mankato, Wisconsin, and enrolled in 4-H club work as a youth, Ingwalsen was said by Professor Bevan to have experience and training "which qualify him well for leadership of our 4-H activities." The new club leader graduated from the University of Minnesota in 1931.

New England Producers Get Extra Milk Check

Producers who shipped milk to the Boston market between August 1, 1937, and January 15, 1939, are receiving extra checks in the mail these days. They are now being paid for the difference between the prices actually paid by dealers in that market during that period and the prices established under the Federal marketing order.

The total amount being dispersed at this time is \$2,871,750.65. The adjustments for each of the 35 half-month periods range from 9 cents to 28.8 cents per hundred pounds of milk, with the average being approximately 20.7 cents per hundredweight. The extra check will average about \$190.00 for each producer.

When the Boston marketing order became involved in legal controversy the court ordered milk dealers to pay the difference between the amounts actually paid to producers and the amounts specified in the order into a special fund to be handled by the court. These funds continued to accumulate and when the suit was finally settled in the United States Supreme Court last

summer the machinery was set in motion to calculate the amount due each producer and to issue checks in payment of the money due.

It is significant that under Federal marketing orders there appears to be little opportunity for anyone to escape responsibilities to producers. This is made possible through strict accounts and complete reports covering all milk involved in the market and the prices of that milk, as well as payment for it.

Read Them Again

On page two of the October issue of the Inter-State Milk Producers' Review we carried an article "Watch These Points Cut Down Rejections" and on page 11 an article "Fall Feed Odors May be Avoided." Each of these articles could bear a careful re-reading by every milk producer, in order to avoid future rejections for those reasons.

In this connection, the United States Department of Agriculture says, in Bulletin 602, "Clip the long hairs from the udders, flanks and tail in order that dirt may not cling to them. One hair, if it falls into the milk, may add as many as 30,000 bacteria."

We have seen several booklets put out by clipper manufacturers which contain a lot of good common sense and we suggest that Inter-State members write for copies of these booklets when offered and read them carefully. It is each reader's privilege to heed or ignore the advertising that may appear in these booklets, as he may desire, but the sound information in them should not be ignored by anyone.

He Knew the Answer

Counsel (cross-examining a farmer): "Now don't quibble! Do you understand a simple problem or not?"

Witness: "I do."
Counsel: "Then tell the court this: If 15 men plowed a field in 5 hours how long will 30 men take to plow the same field?"

Witness: "They couldn't do it."
Counsel: "Why not?"
Witness: "Because the 15 men have already plowed it!"—Pathfinder

Restore Farm Prosperity To Get National Recovery, Noted Industrialist Says

A better understanding of farm problems by our business and industrial leaders seems to be one of the great American needs. It is refreshing when we discover some of these leaders who have a keen appreciation of farmers' problems and their relationship to our national prosperity.

Recently George H. Mettam, Manager of the Standard Oil Company of New Jersey and Vice President of the New Jersey State Chamber of Commerce, expressed himself in clear and certain terms on the relation of agricultural prosperity to national prosperity. In addressing the Jersey Chick Convention, held at Atlantic City on October 12, he stated that "We have developed business on the sound philosophy that by consumption we produce, and by production we increase employment and thereby enlarge our national income to the benefit of all."

"Permit me to give you two illustrations of the working of this philosophy. First, it is exemplified by the progress of agriculture. This is the base on which has been erected America's commercial and economic structure. It supports more workers than does any other single industry. And so when farm income is good, every other kind of business is good because farm-increased purchasing power is reflected throughout the land in humming factories and busy stores."

"Even a layman's study of farm production and national income over the period of 1929 to 1938, for instance, shows conclusively that when agricultural income turned upward, business improved, national income increased and the whole morale of the country was stimulated. The average farm income nationally for this ten-year period was a little over 7 billion dollars. Let us imagine a step-up of that average income to 11 billion dollars and we would find a proportionate increase in all business, payrolls, dividends—and, of course, national income itself. If we could chart the course of new farm purchases which would result from this added consumption, we would see an astounding progress in all wholesale and retail sales, increased car loadings, increased factory production, wider employment, and a new demand for all kinds of raw materials and services."

A Boston professor has been asked: "How long does a fish continue to grow?" We'd say it depended a great deal on the credulity of the listener.

Prices Paid for 4.0% Milk By Philadelphia Dealers September, 1939

Abbotts Dairies.....	2.40
Baldwin Dairies.....	2.31
Breuninger.....	2.64
Wm. Engel Dairy.....	2.81
Gross Dairy.....	2.64
Hutt & Kempf (1-15).....	2.25
" (16-30).....	2.34
Missimer.....	2.44
Mosebach Dairies.....	2.42
Scott-Powell.....	2.36
Supplee-Wills-Jones.....	2.42
Sypherd Dairies.....	2.47

South Jersey Prices

F. o. b. farm, per cwt. of 3.5% milk.

	Class I	Class II	Class III
September	\$2.85	\$1.80	\$1.11
October	2.85	1.80	1.16

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

Class IA (Cream) price of \$2.20 applies on Altoona, Bethlehem, Cresson, Doe Run, Huntingdon, Mt. Union, Reading, Tamaqua, Tyrone and West Chester markets.

Class III Prices—4.0% Milk

MARKET	SEPTEMBER	OCTOBER
All Penna. Markets	\$1.16	\$1.21
Md. & Del. Stations	1.17	1.22
Wilmington	1.17	1.22

Average price 92-score butter at New York:
September, 27.6¢ per pound
October, 29.10¢ per pound

The September average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

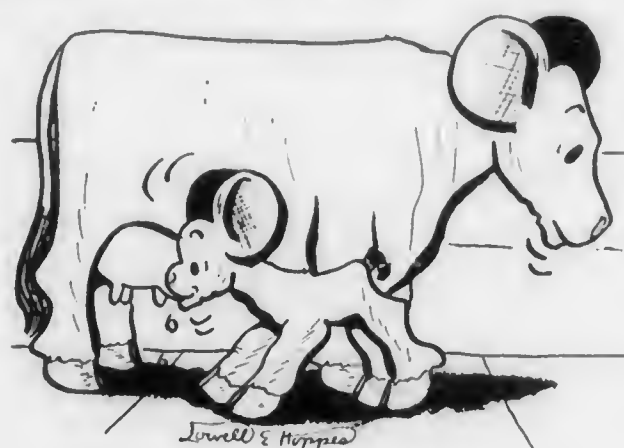
The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Class of '41: "Do you know who was the first electrician?"

She: "No, who?"

Class of '41: "Adam. He furnished spare parts for the first loud speaker."—*Yellow Jacket.*



"One thing we don't have to worry about Mom, no matter how many other milk customers leave I'll always stick by ya!!"

Classification Percentages, September, 1939

PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies.....	61.6		27.6	10.8	99.7% Class I
Baldwin Dairies.....	60		13	27	
Blue Hen Farms.....	63.5		8.2	28.3	
Breuninger Dairies.....	78		14	8	
Clover Dairy.....	62.6		9.34	28.06	45% of Prod.
Delchester Farms.....	64		36		
Eachus Dairies.....	79	10	11		
Engel Dairy.....	89		7	4	
Fraims Dairies.....	68.53		10.34	21.13	
Gross Dairies.....	76		24		
Harbison Dairies.....	76		16	8	67.1% Class I
Harshbarger, J. E.....	*71.5	*11.9		**	
Hernig, Peter.....	40		60		
Hoffman Dairy.....	37	13	50		
Keith's Dairy.....	*73	*6.7	*13.6	**	
Martin Century Farms.....	(1)83.9		(1)16.1		68.44% Prod.
McMahon Dairy.....	*93.4	*7.9		**	
Meyers Dairies.....	71		29		82% of Prod.
Missimer Dairies.....	67.95		11.27	20.78	
Mosebach Dairies.....	50.07		6.38	(2)	58.77% Prod.
Mt. Union San. Dairy(1-15)81	4		15		
" (16-30)85	6		9		
Nelson Dairy.....	56		30	14	
Penn Cress Ice Cream Co. 49.9	3.4		46.7		
Scott-Powell.....	60		26	14	72% of Prod.
Supplee-Wills-Jones.....	60.72		37.30	1.98	90.58% Class I
Stegmeier, Clayton.....	54	4	42		
Sypherd's Dairy.....	69.2		11.6	19.2	
Turner & Wescott.....	57		43		
Waple Dairy.....	81.3	7.5		11.2	
Wawa Dairy Farms.....	64		14	22	
Williamsburg Dairy (1-15) 96	4				
" (16-30) 95	5				

NEW JERSEY

	Norm	Cream	Excess
Abbotts Dairies.....	105		Balance
Castanea Dairy "A".....	84	16	Balance
" " "B".....	76	24	Balance
Scott-Powell.....	(3)100		Balance
Supplee-Wills-Jones.....	100		Balance

* Percentage of each producer's individual base.

** Deliveries in excess of combined classes I, IA, and II, if any, are handled at Class III price.

(1) Martin Century paid in September, Class I, 66.72% at \$2.79; 17.18% at \$2.98; Class II, 12.80% at \$1.54; and 3.30% at \$1.58. (Prices of 4% Grade "B" milk f.o.b. Lansdale)

(2) 43.55% listed as New York surplus.

(3) "A" bonus paid on 55.4% of norm.

Feed Price Summary For October, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers

Ingredients	October 1939 (\$ per T.)	September 1939 (\$ per T.)	October 1938 (\$ per T.)	% Change Oct., 1939 compared with
Wheat Bran.....	29.70	32.21	24.76	- 7.79 +19.95
Cottonseed Meal 41%.....	38.41	39.11	34.91	- 1.79 +10.03
Gluten Feed 23%.....	33.23	31.78	28.89	+4.56 +15.02
Linseed Meal 34%.....	47.03	47.78	48.77	- 1.57 - 3.57
Corn Meal.....	29.89	32.44	28.89	- 7.86 +3.46
Mixed Dairy Rations 16% 24% 32%.....	32.40 39.03 41.16	33.50 40.46 43.65	29.50 34.65 38.21	- 3.28 - 5.70 +7.72
Brewer's Grains.....	33.62	32.72	27.29	+2.75 +23.20

Make it a point to patronize REVIEW advertisers whenever you can.

The cooperative principle is not so complex, if cooperative principles are followed.

"Oh, dear, tomorrow is Tom's birthday and I don't know what to give him. He doesn't smoke, or drink, or play cards, or—"

"That's simple: Give him a hot-water bottle."—*Bison.*

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

September Averages and September and October Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in September	Class I Price Sept. & Oct.	Class II Price September	Class II Price October
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.58	\$1.64
Abbotts Dairies, Inc.....	Cloudersport, Pa.....	2.00	2.38	1.50	1.56
" " ".....	Curryville, Pa.....	2.06	2.47	1.51	1.57
" " ".....	Easton, Md.....	2.11	2.56	1.47	1.52
" " ".....	Goshen, Pa.....	2.17	2.63	1.53	1.59
" " ".....	Kelton, Pa.....	2.18	2.65	1.54	1.60
" " ".....	Oxford, Pa.....	2.18	2.65	1.54	1.60
" " ".....	Port Allegany, Pa.....	2.00	2.38	1.50	1.56
" " ".....	Spring Creek, Pa.....	1.98	2.34	1.49	1.55
Avondale Farms.....	Bethlehem, Pa.....	1.73 1.79	2.85	1.43	1.49
Blue Hen Farms.....	Wilmington, Del.....	2.23	2.77	1.67	1.72
Breuninger Dairies.....	Richlandtown, Pa.....	2.35	2.62	1.53	1.59
Centerville Producers' Co-op.....	Centerville, Md.....	1.80			
Clover Dairy Company.....	Wilmington, Del.....	2.22	2.77	1.67	1.72
Delchester Farms.....	Edgemont, Pa.....	2.48	2.98	1.58	1.64
Duncan's Dairy.....	Springfield, Pa.....	2.60	2.98	1.58	1.64
Eachus Dairy.....	West Chester, Pa.....	2.63	2.85	1.43	1.49
Fraims Dairies.....	Wilmington, Del.....	2.31	2.77	1.67	1.72
Harbison Dairies.....	Brandtsville, Pa.....	2.33	2.62	1.53	1.59
" " ".....	Byers, Pa.....	2.33	2.62	1.53	1.59
" " ".....	Carlisle, Pa.....	2.33	2.62	1.53	1.59
" " ".....	Hurlock, Md.....	2.27	2.56	1.47	1.52
" " ".....	Kimberton, Pa.....	2.33	2.62	1.53	1.59
" " ".....	Massey, Md.....	2.29	2.58	1.47	1.52
" " ".....	Millville, Pa.....	2.24	2.50	1.52	1.58
" " ".....	Rushland, Pa.....	2.33	2.62	1.53	1.59
" " ".....	Sudlersville, Md.....	2.29	2.58	1.47	1.52
Harshbarger, J. E.....	Altoona, Pa.....		2.96	1.43	1.49
Hernig, Peter.....	Boiling Springs, Pa.....	1.95	2.58	1.53	1.59
Hershey Creamery.....	Greencastle, Pa.....	1.85			
Highland Dairy Co.....	Doe Run, Pa.....	2.32	2.85	1.43	1.49
Hoffman's Dairy.....	Altoona, Pa.....		2.96	1.43	1.49
" " ".....	Huntingdon, Pa.....	1.95	2.85	1.43	1.49
Johnson, J. Ward.....	Woodlyn, Pa.....	2.60	2.98	1.58	1.64
Keith's Dairy.....	Altoona, Pa.....		2.96	1.43	1.49
Martin Century Farms.....	Lansdale, Pa.....	2.62	2.98	1.58	1.64
Miller-Flounders.....	Chester, Pa.....	2.60	2.98	1.58	1.64
Mount Union Sanitary Milk Co.....	Mt. Union, Pa.....	2.35 2.43	2.85	1.43	1.49
Nelson Dairy.....	Jeffersonville, Pa.....	2.31	2.98	1.58	1.64
Pebble Hill Dairy.....	Doylestown, Pa.....		2.98	1.58	1.64
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.22	2.96	1.43	1.49
Scott-Powell Dairies.....	Clayton, Del.....	2.11	2.60	1.47	1.52
" " ".....	New Holland, Pa.....	2.16	2.66	1.54	1.60
" " ".....	Pottstown, Pa.....	2.19	2.71	1.54	1.60
" " ".....	Snow Hill, Md.....	2.01	2.44	1.47	1.52
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.14	(\$2.14 for all milk in September)		
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.26	2.96	1.43	1.49
Supplee-Wills-Jones.....	Bedford, Pa.....	2.09	2.47	1.51	1.57
" " ".....	Centerville, Pa.....	2.25	2.34	1.49	1.55
" " ".....	Chambersburg, Pa.....	2.14	2.55	1.52	1.58
" " ".....	Hagerstown, Md.....	2.08	2.49	1.47	1.52
" " ".....	Harrington, Del.....	2.14	2.58	1.47	1.52
" " ".....	Huntingdon, Pa.....	2.13	2.53	1.52	1.58
" " ".....	Leaman Place, Pa.....	2.22	2.67	1.54	1.60
" " ".....	Lewistown, Pa.....	2.14	2.55	1.52	1.58
" " ".....	Mercersburg, Pa.....	2.14	2.55	1.52	1.58
" " ".....	Mt. Pleasant, Del.....	2.14	2.58	1.47	1.52
" " ".....	Nassau, Del.....	2.12	2.55	1.47	1.52
" " ".....	Princess Anne, Md.....	2.07	2.47	1.47	1.52
" " ".....	Townsend, Del.....	2.14	2.58	1.47	1.52
" " ".....	Waynesboro, Pa.....	2.14	2.55	1.52	1.58
" " ".....	Worton, Md.....	2.14	2.58	1.47	1.52
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.05			
Turner & Wescott.....	Glen Roy, Pa.....	2.17	2.65	1.54	1.60
Waple Dairies.....	Tyrone, Pa.....	2.61	2.85	1.43	1.49
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.19	2.98	1.58	1.64
Ziegler Dairy Co.....	Reading, Pa.....	—	2.85	1.43	1.49

WOMEN'S SESSION

10 A.M.

Tuesday, November 18, 1939

Benjamin Franklin Hotel

Presiding—Mrs. A. B. WADDINGTON, Woodstown, N. J.

Chairman, Women's Committee

Group Singing.....By Inter-State Women

Welcome.....Mrs. A. B. WADDINGTON

"Modern Care of the Young Child".....DR. ANN G. TAYLOR
Professor of Obstetrics, Women's Medical College.

Solo.....Mrs. ELWOOD TREFFINGER

"Making Folks Want Milk".....C. I. COHEE
President, Philadelphia Inter-State Dairy Council.

LUNCHEON—12:00 Noon

Main Dining Room, Benjamin Franklin Hotel

Guest of Honor.....DR. HANNAH MCK. LYONS

Toastmaster.....ELIZABETH MCG. GRAHAM

Special recognition will be given Dr. Hannah McK. Lyons for her unselfish service to the Inter-State Milk Producers' Cooperative, especially at the Women's Session of the Annual Meetings, and for her devoted work as a staff member of the Philadelphia Inter-State Dairy Council.

Women's Committee

Mrs. A. B. WADDINGTON.....Woodstown, N. J.

Mrs. HOWARD DEAKYNE.....Smyrna, Del.

Mrs. EDGAR D. LUSBY.....Kenndeyville, Md.

Mrs. A. K. ROTHENBERGER.....Worcester, Pa.

Secondary Markets

TRENTON

Very little change in the market situation has taken place in the Trenton area during the past month. The supply has shown a slight reduction although there is plenty of milk available for the demand. With feed high in price and the supply of roughage low, the trend of future production is uncertain at this time.

The entire Trenton Milk Marketing Committee attended the hearing held by the New Jersey Milk Control Board on October 24. A brief was presented by H. H. Fisher, Secretary-Treasurer of the committee.

Because of a conflict in dates, it has been decided to hold the next regular meeting of the Trenton

Milk Marketing Committee on Friday, December 8, at which time the entire Trenton advisory committee will be called in for reorganization and the selection of the milk marketing committee for the ensuing year.

SOUTH JERSEY

Several herd tests have been made recently as checks on butterfat test of the entire herd and of the individual cows in the herd. The work of keeping the milk of members moving to market has slackened up the last few weeks as there are very few members without regular markets.

The Executive Committee of the market has continued its splendid record by having 100 percent attendance at its last meeting.

4-H Members Show Calves At Bay View Fair

The Bay View, Maryland, Community Fair, which was held October 26-27, had an excellent and large display of farm crops, fruit, flowers, canned goods, needle work, poultry and other exhibits.

A 4-H calf club show, in which prizes were donated by the Bay View, Rising Sun and Providence Locals of the Cooperative, brought out some excellent calves.

In the Guernsey junior heifer calf class, prizes were won by Atlee Armour, Jr., Ellen Mahoney, Mary Crothers and Ralph Gamble, in that order, while, in the senior heifer calf class James McDowell and Atlee Armour, Jr., were the winners.

Robert England won first prize in both the junior and senior Guernsey bull calf classes and Ralph Gamble, second prize on senior bull calf. Prizes in the Jersey calf classes were won by John L. Crother, Jr., and Ellen Mahoney.

The Waldorf-Astoria now has a very popular milk bar. The demand is said to have originated with the debutantes.

Many complain of their memory, few of their judgment.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during September, 1939.

Farm Calls.....	1613
Non-Farm Calls.....	383
Butterfat Tests.....	3653
Plants Investigated (first half Sept.)	17
(second half Sept.)	23
Herd Samples Tested.....	684
Brom-Thymol Tests.....	423
Microscopic Examinations.....	91
Membership Solicitation.....	296
New Members Signed.....	46
District Meetings.....	2
Attendance.....	561
Committee Meetings.....	7
Attendance.....	82
Other Meetings.....	13
Attendance.....	744

Meeting Calendar

November 10—New Jersey Dairymen's Council—Trenton, N. J.

November 15-16-17—Annual Meeting, National Cooperative Milk Producers' Federation—Chicago, Ill.

November 21—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

November 28-29—Annual Meeting, Inter-State Milk Producers' Cooperative—Philadelphia, Pa.

December 8—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton, N. J.

"I Made the Midget Team"

Hewitt, All-American End, Talks at Schools

HUNDREDS of young voices swelled the chorus of the Bartlett Junior High School football song a few mornings ago when, to the special athletic assembly, an outstanding athlete was presented as speaker. All-American end for Michigan, followed by eight years of professional football, Bill Hewitt is now Captain of the Philadelphia Eagles professional team and still one of the star performers in his chosen sport.

Bartlett was only one of the Philadelphia schools to which he spoke during the past month under the auspices of the Philadelphia Inter-State Dairy Council.

Tells of Football Experience

In introducing him to the school, the principal made the statement that here was not a man of bulk and brawn particularly, but a man of splendid physique and real brain power. Bill Hewitt himself made good that introductory statement. He made a very simple, straightforward address to these boys and girls most of whom were just at the beginning of athletic and scholastic careers.

Mr. Hewitt spoke of his own junior high school days in the country section of Michigan, of a ramshackle school and 20 below zero weather, of the fact that he was not particularly ambitious until he began to want to follow in the footsteps of his first boyhood hero, Red Grange of Illinois, the great halfback whose yardage records have never been equalled. And so Bill Hewitt, then very small Bill Hewitt, went out for football and finally made the midget team, weight one hundred pounds. It was not until his senior year that he won his first team letter. After that, he went to college, not primarily for an education, but to realize his ambition to play football. "But, remember," said Mr. Hewitt, "to play college football you must live up to the eligibility rules; you must maintain scholastic standing, or you don't play."

In Sports Thirteen Years

"Now, I am more than glad that I went to college." And he expressed his appreciation of the contacts, social and business, which his training had given him. "I owe a great deal to my coaches and my teachers," he said, in reviewing his thirteen years of active participation in sport, "but I owe most of all



Bill Hewitt, former All-American end and now star player with Philadelphia Eagles professional football team, telling Bartlett Junior High School assembly about milk and football. He is presenting the same talk to many other schools under auspices of the Philadelphia Inter-State Dairy Council.

to the fact that my mother and father were 'common sense' parents".

Mr. Hewitt went on to say that his mother had had no particular training in diet rules and regulations, but she knew that growing boys needed plenty of substantial food and she gave it to him. There was plenty of milk, eggs, green vegetables, breads and fruits. Plenty of rest and a ten o'clock bedtime was the rule of the family, plenty of air, activity, and exercise, too. Those were the simple rules that this great athlete followed in growing up naturally, normally and healthfully, with sturdy legs and a strong heart.

Worked Way Through College

When time came for college, Bill's father told him that there was no money to send him, but he would be glad to have him go if he would work his way through. Amid general laughter, Mr. Hewitt informed his school audience that his first job at college was dog-catcher in the summer and then waiter in the winter. He had no athletic scholarship because he had not attracted enough notice.

"Football has been a magic carpet to me," said Mr. Hewitt in conclusion, "it has taken me into forty-six of the forty-eight states, and made me friends in nearly all of them. So, boys and girls, what I want to say to you is simply, 'Set a goal and then work for it no matter how small or how large it may be.' And if any of you see me on the street after today, just come up and say you heard me speak at Bartlett and

we'll go and have a glass of milk together and talk things over."

With this hundreds of young voices shouted "Ray, ray, Hewitt!"

Co-ops All

F. F. Hill, Governor of the Farm Credit Administration, says:

"After all—though the similarity may be overlooked generally—there is no great basic difference between cooperatives that sell farm products and buy farm supplies and the credit associations which provide the means for the financing, maintenance, and purchasing of farm property, or the financing of production. Each type of association is purely a cooperative endeavor upon the part of the farmer to place his farm business upon a firmer footing."

"Only, instead of cooperating to seek better marketing conditions, or higher quality and better prices in the supplies they buy, the farmers who organize or join a credit cooperative do so with the intent of obtaining capital at fair interest rates and on a basis of repayment best suited to their capacity to pay."

WHERE NEXT??

The future course of YOUR Inter-State Milk Producers' Cooperative will be charted at the Annual Delegate Meeting. Come in person and help point the way.

CALL OF MEETING Philadelphia Inter-State Dairy Council

A meeting of the Board of Directors of the Philadelphia Inter-State Dairy Council will be held Wednesday, November 29th, at 2:00 P.M., in the Benjamin Franklin Hotel, Philadelphia, Penna., for the purpose of electing officers and the transaction of such other business as may be brought before the meeting.

(Signed) E. G. LECHNER, *Secretary*

New York Holds Hearings

CONSISTENT with the order of the day, numerous hearings have been held in the New York milk shed recently in connection with the joint Federal-State marketing order in effect for the New York City market. Hearings were held in the late summer for the consideration of a price increase in that market and, as required by the marketing order, a producer vote was taken which showed 97 percent of producers voting as being in favor of the changes in the order whereby prices were increased substantially. These prices were declared effective as of October 1.

Since that time an additional hearing has been held to consider amendments on other features of the marketing order, largely involved in the operation of the order and not concerned with prices of the various classifications. The hearing on this subject opened at Albany with sessions there on October 10 and 11, then resumed at New York City on October 16 and continued through October 20. It is significant that, especially at the New York session, consumer groups were especially active.

It is expected that the Federal and state authorities will develop proposed amendments to the marketing order in line with subjects discussed at the hearing, these amendments to be presented to producers for their approval or disapproval by vote. No date has been set for this referendum.

With the producer price of milk automatically advancing in the New York market through the increase in the price of manufactured dairy products, plus an additional increase agreed upon through what is known as the Mayor's agreement, the net price to producers f.o.b. receiving stations in the 200-mile zone was \$2.08½ for 3.5 percent milk in September. This price is 6½ cents short of the estimated blended price which was desired by groups involved in the controversy in the settlement of which the

agreement was made. This difference is due to a slight decrease in consumption and an increase in production which resulted in a smaller percentage of the total amount going into Class 1.

Threats of strike have been heard because the September price failed to reach the desired average blended price.

It is expected that the October blended price, with its higher class prices and a seasonally lower production, will be somewhat higher than was obtained in September.

Attend the Annual Meeting

(Continued from page 2)

A separate women's program is scheduled for Tuesday fore-noon, November 28, this meeting also being held in the Benjamin Franklin Hotel. It is planned that this meeting be of special interest to the mothers, wives and daughters of

Inter-State members. The complete program for this session appears on page 8.

Serving on the Women's Committee this year are Mrs. A. B. Waddington, Woodstown, N. J., Chairman; Mrs. Howard Deakyne, Smyrna, Del.; Mrs. Edgar D. Lusby, Kennedyville, Md.; and Mrs. A. K. Rothenberger, Worcester, Pa.

Of outstanding interest on the women's program is the fact that it will give special recognition to Dr. Hannah McK. Lyons, who has given unlimited help and assistance to the women's annual meeting program of the Cooperative, and previously of the old Association. She has long been an active and effective worker with the Dairy Council where her knowledge of medicine and nutrition combined with her keen understanding of human nature made her services especially valuable to the dairy industry. Arrangements have been made for a special luncheon honoring Dr. Lyons to which all Inter-State women are welcome.

Members generally are urged to make every effort to attend this annual meeting, whether as a delegate or as a member. At this meeting the problems of the entire Cooperative come out for discussion and in no other way can a member obtain as complete or accurate a picture of the real work of the Cooperative as he can by attending this annual delegate meeting. It is in fact, two days well spent in order to get first-hand information about vital problems affecting the marketing of the members' milk each of the 365 days of the year.

RESERVATION FOR ROOM

at the

Benjamin Franklin Hotel

The Inter-State Milk Producers' Cooperative has arranged with the Benjamin Franklin Hotel, Chestnut at Ninth Street, for special facilities for delegates, other members, and guests attending the annual delegate meeting.

Reservations should be made, if possible, through the offices of the Inter-State Milk Producers' Cooperative. Advance reservations will assure all delegates and members of securing accommodations at the headquarters hotel.

The special rate for rooms, with bath, is \$2.50 per day per person if two or more share a room. Single rooms \$3.00 minimum.

Inter-State Milk Producers' Cooperative
401 N. Broad St., Philadelphia, Pa.

Please reserve room accommodations at the Benjamin Franklin Hotel for the annual meeting, \$2.50 per day, per person, double ☐; \$3.00 per day, single ☐.

Check day of arrival—Nov. 27th ☐ Nov. 28th ☐.

Number in party..... Number rooms desired.....

Name.....

Address.....

Maryland Women Rebuild Community Outline Corrective Measures

By JESSIE D. HINTON,
Extension Specialist In
Home Management
University of Maryland

GEORGE WASHINGTON has been credited with saying that "A hundred thousand men coming one after the other could not move a ton weight, but the united strength of fifty souls transport it with ease." Women in St. Mary's County, Maryland, have united their strength to lift the weight of one of their greatest problems—the menace of tuberculosis. With their home demonstration agent, Miss Ethel Joy, they sought to unite their efforts with those of the county health physician and nurse and the district veterinarian to help in the eradication of the disease.

Point Out Needs

The conditions as the women saw them were due partly to situations that could be overcome. According to the 1935 agricultural census there were 3,747 milk cows for a population of 15,189 or 1 cow to 4 persons to be fed. Although St. Mary's county is in a section where it is warm enough to have almost a year-around garden—particularly certain greens in the winter—yet there were few such gardens. There were even many families without gardens where there was available space. Although more and more canning of summer surpluses was being done yet there was need for much more.

There were comparatively few poultry flocks for the supplying of both meat and eggs, supplying the protein so essential in the diets for tubercular patients. Maryland people love to eat pork but only 1 hog to every 3.5 persons was raised. In many cases the houses were poor and crowded. Concurrent with such conditions was very often a low income. Generally speaking the income was essentially cash from tobacco or oystering and fishing with little or nothing in home grown foods to supplement the cash income.

Goals Established

The homemakers set up the following goals in attacking the problem:

1. Reduce the deaths of tuberculosis in the county at least 50 per cent by 1943.

2. Organize a committee composed of health physician, superintendent of schools, representative of local relief agency, Home Demonstration county chairman, and a representa-

tive of each homemakers' club and other interested groups to organize and lead a county campaign against tuberculosis.

3. More families keep cows and improve practices in care of milk.

4. Educate the people to the dangers of tuberculosis and to the situations in the county.

5. Isolate advanced cases not already isolated and give special care to these cases.

To accomplish the above goals all the homemakers clubs offered their cooperation. Definite information concerning the number of inadequate school lunches was checked and tuberculosis cases in the community reported. News stories were published concerning the situation and the accomplishments of the campaign. Home visits were made by the home demonstration agent to such cases to see the needs and solicit the cooperation in the eradication campaign. The homemakers' clubs, along with the health departments, promoted tuberculosis clinics by assisting in getting the patients to clinics. School lunch projects were carried on.

Plan Year's Food Supply

In addition to these activities the programs carried out in the homemakers' clubs concerned planning the yearly food supply. In view of the facts that food prices were high, general health was poor, lack of planning the food supply over a long period, and lack of storage space to store either raw or canned products, a program was planned to help eliminate these factors. Each homemaker figured out what the food needs of her family were, according to standards set up by the State Extension Nutrition Specialist, Miss Margaret McPheeters. The homemaker figured how much canning of various fruits, vegetables and meats would need be done for the winter food supply, how much garden would be needed for the summer food supply, how many hogs were needed for the meat supply, cows for the milk supply and poultry for the meat and egg supply. Following the planning, steps were taken to carry out the plans in planting the garden and in starting the poultry flock for the year.

The St. Mary's garden club sponsored a vegetable garden contest, one hundred dollars being offered in

prizes for the gardens best meeting the needs of the family. These gardens were to be visited twice during the growing season. Four meetings were held in the county during March at which W. A. Ballard, Extension Horticulturist, discussed soils and fertilizers, garden pests and varieties of vegetables especially adapted to the county. Film strips were used to emphasize further the points brought out in the discussion.

Specialists Help

Meetings were held in April at which time A. J. Conover, Extension Dairy Specialist, discussed with groups of men and women problems of management and feeding of milk cows, care of milk in the home and of butter making. Dr. J. J. Jones, District Veterinarian, spoke on the importance of tuberculin testing of cows.

Home and community sanitation was stressed. In this phase were included discussions on sanitary garbage disposal, eradication of flies through eliminating the breeding places, disinfection of rooms or house after illness, keeping pets clean and free from vermin, cleaning up of dumps along highways, encouraging of cleanliness in public eating places and rest rooms, and individual sanitation through the use of individual towels and drinking cups.

Now toward the end of the year much of this program has become an actuality. Closer cooperation between the public agencies has resulted, homemakers have become more conscious of their home and community obligations in health and sanitation; better nutrition for families has resulted. But in their thinking the greatest accomplishment has been the laying of a firm foundation for future work and cooperation and a better understanding of their neighbor's problems.

Goliath: "Why don't you stand up here and fight me?"

David: "Don't hurry me, big boy, wait till I get a little boulder."

Jones: "My Scotch girl friend sent me her picture today."

Smith: "How does it look?"

Jones: "I don't know yet. I haven't had it developed."

Federation Scrutinizes Problems and Policies

ADVANTAGES and disadvantages of public control of dairy prices, interference with cooperative organizations by radical groups and the possible benefits of a national dairy advertising program will be the chief topics discussed at the public sessions of the National Cooperative Milk Producers Federation when it holds its twenty-third annual convention at Chicago in the Hotel Congress, November 15, 16 and 17, according to announcement made today by Secretary Charles W. Holman.

On the morning of the 15th the convention will organize and hear the annual address of President N. P. Hull and the annual report of the Secretary. At the afternoon session John Brandt of Minneapolis, Minnesota, vice president of the Federation and president of Land O'Lakes Creameries, Inc., will discuss the progress of the proposed national dairy advertising program. Following Mr. Brandt will be a demonstration of the type of entertainment most adaptable for local membership meetings. Then will follow a discussion of interference with cooperative organizations in which B. F. Beach of Detroit, Michigan, secretary-manager of the Michigan Milk Producers Association and Fred H. Sexauer of Auburn, New York, president of Dairymen's League Cooperative Association, Inc., will describe recent efforts to interfere with the orderly conduct of the cooperatives, including efforts to deliver milk to market.

Public Control On Program

The evening session on the 15th will be devoted to a banquet at which an address will be given by Dr. Arthur E. Holt, Chicago, Illinois, professor of social ethics at the Chicago Theological Seminary.

On Thursday morning, November 16, the delegates will hear a report on new developments in the uses of manufactured dairy products by O. E. Reed, of Washington, D. C., chief of the Bureau of the Dairy Industry, U. S. Department of Agriculture. Then will ensue a panel discussion of the advantages and disadvantages of public control of dairy prices and incidental programs connected with such controls. Those participating in the panel will be W. P. Davis of Boston, Massachusetts, manager of New England Milk Producers Association;

R. S. Waltz of Seattle, Washington, general manager of United Dairymen's Association; C. R. George of Marion, Indiana, manager of Producers' Creamery and A. H. Lauterbach of Chicago, Illinois, manager of Pure Milk Association.



Our basic farm products. George E. Stauffer, Carlisle, Pa., wins a prize on this picture of his sons—Don, Bob and Dick, and their calves.

It Pays to Own High Yielding Cows

Even though they may consume more feed each year, high producing cows enrolled in dairy herd improvement associations yield greater returns over feed costs than low producers. Dr. George E. Taylor, extension dairyman at the New Jersey College of Agriculture, Rutgers University, reminds dairymen. "The average D.H.I.A. cow in the country produces 7,831 pounds of milk and 317 pounds of butterfat a year as compared to an average production of only 4,359 pounds of milk and 170 pounds of butterfat for all cows milking in the United States," Dr. Taylor reports.

"Association cows not only produce more milk and butterfat on the average than all cows milked in the country, but they also produce it more economically. The association cows which produced at the same average rate as all cows consumed approximately \$53 worth of feed per cow and returned \$38 above cost of feed to the owner. However, the average association cow producing 317 pounds of fat consumed \$71 worth of feed and made a return of \$98 above cost of feed. In other words, the cows that averaged 170 pounds of fat consumed \$1.22 worth of feed for every 100 pounds of milk they

Following a general discussion which will close the morning session, the delegates will go into executive session to discuss policies of the Federation. These executive sessions will continue through the afternoon of the 16th and all of the 17th until the convention adjourns.

The Federation is the oldest and largest federation of farm cooperatives in the United States. Its 59 member associations market the milk products of nearly 350,000 farm families residing in 41 states.

produced, while cows that averaged 317 pounds of fat consumed only 91 cents worth of feed for every 100 pounds of milk produced.

"The same relationship exists between low and high producing herds. Dairymen with herds having an average production of 395 pounds fat per cow received \$120 above feed costs while dairymen with herds having an average of 206 pounds of fat received only \$53 above feed costs per cow. Stated in another way, a dairyman would need to keep only half as many cows if they averaged 395 pounds, to obtain the same return as he received with 206-pound cows—just half as many cows to milk and feed to realize approximately the same return over feed cost."

"I trust we shall be able to make you feel quite at home," said the hotel manager to the visitor. "Don't trouble yourself," he replied. "I don't want to feel at home. That's why I came here!"

When you go to Philadelphia on November 28-29 to attend the Annual Delegate Meeting of the Inter-State Milk Producers' Cooperative you will, in fact, be minding YOUR OWN BUSINESS.

Federation Opposes Argentine Trade Pact

"If proposed tariff concessions are granted to Argentina on casein, cheese and a variety of other farm and dairy products, the already disastrously low American farm income would be forced to still lower levels", insists Charles W. Holman, secretary of the National Cooperative Milk Producers Federation.

"In a written brief filed with the Committee for Reciprocity Information, the Federation, which represents 350,000 dairy farmers, has placed itself on record as opposed to any form of tariff concession to Argentina on casein, cheese, preserved or cured beef and veal, cattle hides and skins, flaxseed, linseed or flaxseed oil, tallow, oleo oil, and oleo stearin. The Federation is also opposed to any agreement to lower or bind duties or bind excise taxes on these products against increase", Mr. Holman declared.

The Federation bases its stand upon three situations which Mr. Holman listed as follows:

The injustice of asking dairy farmers, already in a distressingly poor economic position, to bear the burden which the concessions would impose, the impossibility of prescribing international trade policies three years in advance with war in Europe creating such uncertain political conditions; and the growing opposition of the American people to the Trade Agreements Act, which might result in repeal, bringing a complication in diplomatic relations as well as in international trade and the tariff structure of the country.

What Constitutes Monopoly Discussed at Institute

"Varying degrees of monopoly, or restriction of competition, may not in themselves be injurious to the public welfare. It is the results of such restriction or monopoly which are important", the Institute of Cooperation was advised by Dr. E. A. Stokdyk, deputy governor of the Farm Credit Administration, Washington, D. C.

"Restriction of competition may result in increased efficiency and better service than is obtained through unlimited competition. Where this is the result, there is a distinct social gain", Dr. Stokdyk told an audience of several hundred farmers, cooperative leaders, economists and others.

"On the contrary", Dr. Stokdyk continued, "where monopoly is used to restrict or curtail production to maintain a high price at the expense of efficiency and service, consumers

have a just cause for complaint. "The cooperative acts as the farmer's agent, not as an entity for profit for itself, consequently it takes the same position in the market as would one large-scale farmer. If this agency status were more clear, we would have less difficulty in gaining an understanding of the type and degree of restraint of trade which a cooperative can and can not exercise."

Livestock Co-Ops Cope With Changing Conditions

Farmers' livestock marketing associations are having to adapt their operations to the shifts in the business of selling livestock, according to L. B. Mann of the Farm Credit Administration.

Changes in transportation methods, the growth of direct marketing, decrease in the volume sent to public markets and shipping associations, marketing and processing, improved methods of disseminating market news, new methods of food refrigeration—all of these problems are keeping the farmers' livestock marketing cooperatives on their toes.

"Up to fifteen years ago," said Mr. Mann, "the marketing of livestock in the United States primarily was built around the original markets which were linked closely with the expansion of the railways. Since 1924, however, the truck has to an increasing extent been an important factor in changing the place and type of marketing outlets for livestock."

Farmers planning to operate their farm in strips to reduce losses of soil from erosion will find Circular 212, "How to Reduce Erosion Losses by Strip Farming", very helpful in making their plans. The publication may be obtained at the county agent's office.

BANQUET SEAT RESERVATIONS

In order to avoid confusion regarding the seating of our members and guests at the Annual Meeting Banquet on November 28, we urge that tickets be purchased in advance so seating arrangements may be planned and provisions made for all who desire to attend.

Each banquet ticket carries a detachable stub, covering a request for seat reservations. Groups wishing to be seated together must mail or present their stubs as a group. This stub must be returned completely filled out to the home office of the Cooperative not later than November 22 so that proper seats may be assigned. Table assignments will be available at a special desk the day of the banquet.

After November 22 tickets can be purchased at the Cooperative offices, or at the Cooperative banquet desk at the hotel on November 28. Tickets are \$2.00 each which includes entertainment program.

Make your reservations at once in order to avoid disappointment.

The Banquet Committee



There is the highest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original single unit clipper—at the lowest price in history. The Andis is easy to operate—its weight rests on the animal as you guide it with the form fitting handle. Has a very powerful, fan cooled and dust sealed motor—no oil, no gears. Blades run on hand and steel roller bearings—no squeaking or grinding. The Andis is the choice of leading barbers, Army, Navy, Hunt Clubs, and thousands everywhere.

Low Cost Operation—A Battery Runs It! You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC only \$17.50. Models for 6 v. storage batteries, 9 v. Delco type, 220 v. High Line, \$2 extra, 20 feet of unbreakable rubber-covered cord—extra equipment.

10 Days Trial—Send only \$1—specify voltage wanted—pay balance (we pay postage) or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

ANDIS CLIPPER CO., Dept. A17L Racine, Wis.

NEW KIND OF PORTABLE MILKER

MEETS ALL INSPECTION PLUS! REQUIREMENTS

FREE! Amazing 2-piece milk head cleaned CLEAN in a few seconds. Vacuum adjustable to each cow. No pulsator, no pipelines. NEW Lip Action Valve that can't stick or foul. Result of 35 years' experience. Nothing like old portables. Don't buy any milker until you get facts about the new Anker-Holth.

Anker-Holth Mfg. Co., Room 2011 Port Huron, Mich.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

CLIPPER BLADES SHARPENED. Enclose 50c with each set of blades mailed. Satisfaction guaranteed. Prompt service. Andis and Stewart Electric Clippers, Repairs, Parts, Blades. Send for 1939 clipper book, GEO. F. CREUTZBURG & SON, Dept. D., 119 North Sixth St., Philadelphia.

DOGS

HUNDRED HUNTING HOUNDS. State wants. ELTON BECK, E-33, Herrick, Illinois.

Dairy Markets Continue Strong

Continued strength has been exhibited in the dairy markets during the past several weeks. This condition has prevailed in spite of production that compares quite favorably with last year's high level, the difference being due largely to a definite increase in consumption.

Production per farm in our own milk shed showed an average of 240 pounds per farm per day in September, based on 5111 producers, as compared with 221 in 1938, covering 5488 producers. A year ago, however, rather stringent quotas affected a large number of producers, thus holding down deliveries.

The August figure for both 1938 and 1939 was 239 pounds per farm per day. The high figure for the season in each year occurred in May, with 270 pounds this year and 267 pounds in 1938.

National production, as of October 1, showed an average of 12.82 pounds of milk per cow per day, as compared with 13.15 pounds on October 1, 1938, and a 10-year average of 12.36 pounds on that date.

Cream prices have improved during the past several weeks, this being especially true of cream meeting Pennsylvania requirements only, which increased from \$12.50 per 40-quart can of 40 percent cream at the end of September to \$14.25 the fourth week of October. Cream meeting Pennsylvania, New Jersey, Newark and also Lower Merion Township inspections remained steady at about \$14.50 per can.

Receipts of milk and cream at the Philadelphia market continued to show substantial increases over a year ago, according to data released by the Agricultural Marketing Service of the United States Department of Agriculture. In September, 685,041 forty-quart cans of milk were received at Philadelphia, compared with 628,284 in September, 1938, an increase of 9 percent. Likewise, cream receipts totaled 19,945 cans in September, an increase of 2,127 cans, or 12 percent, over September, 1938. Weekly reports during October have shown similar healthy increases in receipts of both fluid milk and 40-percent cream.

Fluid milk prices generally have shown an upward trend. The United States Department of Agriculture report, released October 13, shows a 22-cent increase in the New York City market over September; a 90-cent increase at Rochester, N. Y.; increases of 34 cents at Columbus, Ohio; 33.5 at Akron, Ohio; 28 at South Bend, Indiana; 20 at

Cedar Rapids, Iowa; and other increases are reported for Birmingham and Mobile, Alabama; Memphis, Tennessee; Dallas, Texas; Little Rock, Arkansas; Tulsa, Oklahoma; and Wichita, Kansas. These increases are all on Class 1 milk.

A retail price increase of 2 cents occurred at Rochester and of 1 cent at Utica, Akron, Columbus, and South Bend, as well as at most of the other markets on which producer Class 1 prices were increased. No Class 1 changes have been reported during October for New Jersey, Pennsylvania, or Maryland markets, and retail prices have remained steady in these areas.

Consumption of fluid milk continues its steady increase, according to a report from the Milk Industry Foundation, which states that in September consumption in 136 leading markets was 5.79 percent greater than in September a year ago. The same report states that there has been a gain of employment among dairy firms of 2.23 percent over a year ago, with a gain of 0.5 percent in milk company payrolls.

Butter production has continued its steady decline, with the output during the week ending October 19 being 9.9 percent below the corresponding period last year. This decline was reported as leveling off in some sections where winter feeding schedules are being started.

Butter storage supplies on October 1 totaled 154 million pounds as compared with 210 million pounds a year ago, and a five-year average of 142 million pounds for that date. Of the storage supply on October 1, only 26 million were held by the D.P.M.A. and relief agencies, while a year ago the corresponding figure was 102 million.

Butter prices have held fairly steady throughout October, the monthly average being 29 cents per pound as compared with 26.29 cents in October, 1938.

The cheese situation also shows considerable strength, with a storage supply of 116 million pounds on hand October 1, as compared with 140 millions pounds a year earlier and a 5-year average of 123 million pounds for that date. Cheese prices have also remained steady throughout October but are about 3 to 3.5 cents higher than in mid-summer.

Evaporated milk production showed a slight increase in September as compared with September a year ago, but showed about a normal seasonal decline from August. Total evaporated milk production

for the first nine months of the year was almost exactly the same as a year ago. The supply in manufacturers' hands on October 1 was 135 million pounds, the lowest for that date in 17 years, and a 62 percent drop from September 1. This sharp change was attributed to the activity of the wholesale trade in building up their inventories because of the war scare, and with a September drought in most producing sections evaporators found it difficult to increase production.

The selling price of evaporated milk increased from \$2.68 per case of 48 cans in August to \$2.79 in September, which is 9 cents higher than a year ago. The average price paid producers was \$1.35 in September, 17 cents above August and 21 cents above September, 1938.

The dry milk situation shows a decided improvement, with stocks of dry skim milk on hand on October 1 slightly under 12 million pounds as compared with almost 53 million pounds a year earlier. Stated differently, this year's supply represents ten days' requirements, while a year ago a 49-day supply was on hand on October 1.

Dry milk prices, likewise, have shown sharp increases, with the average manufacturer's wholesale selling price for September being 6.57 cents per pound of dry skim milk as compared with 5.83 cents in August and 4.37 in September, 1938. This year's price was 47 percent higher than a year ago, while the dry buttermilk price of 6.14 cents showed a 59 percent increase.

Production of dry skim milk in September was 19 percent smaller than in September, 1938, while production of dry buttermilk was 29 percent less.

Dairy pastures, as reported by the Department of Agriculture, were rated, for the country as a whole, at about 58 percent of normal on October 1, as compared with 78 percent a year ago and a 10-year average of 65.5 percent. Conditions in various parts of the Philadelphia shed were rated from fair down to severe drought.

Feed prices have shown decreases from the high reached in September but are well above prices for the corresponding period last year and it is probable that prices will remain up. A tabulation of feed prices appears on page 6.

Ray: "Why do they have most all radio broadcasting stations on top of tall buildings?"

Bray: "So nobody can throw bricks at the performers."

Research Expert Appointed

Dr. Lee T. Smith has been selected to head one important division of the Eastern Regional Research Laboratory, which has been established at Whitemarsh, near Philadelphia. Dr. Smith, who was previously chemist in the research laboratory in the Bureau of Dairy Industry, will make investigations on new and expanding uses of milk sugar and potato starch.

This laboratory is one of four which was recently authorized by Congress for the purpose of developing new industrial and commercial uses of agricultural products and by-products, thus helping to expand the market for the products of the farms.



Denton, Maryland, high school boys are showing their Angus steer. Picture prize goes to Mrs. Clifton Wright, Federalsburg, Md.

CALENDAR Of Local Meetings Watch for Notice by letter

District 1
Pottstown—North Coventry School—8:00 P. M., November 6.

District 6
Bowers—Bowers Hotel—8:00 P. M., November 13.

Kempton—Kempton Hotel—8:00 P. M., November 8.

Virginville—Virginville Hotel—8:00 P. M., November 6.

District Delegate meeting—Kempton Hotel, Kempton, Pa.—8 P. M., November 16.

District 7
Millersville, Rothville, West Lampeter and Witmer—Farm Bureau Bldg., 812 N. Queen St., Lancaster 7:30 P. M., November 6.

District 11
Kemblesville—Landenberg—Kemblesville Hall—7:30 P. M., November 6.

District 13
Marklesburg—Eagles Hall—7:30 P. M., November 9.

Warriors Mark—High School—7:30 P. M., November 8.

District 17
Plumstead—Dublin—Dublin Fire House—8:00 P. M., November 9.

District Delegate meeting—Court House, Doylestown, Pa.—8 P. M., November 17.

District 22
Cordova, Easton & Queen Anne—Cordova High School—7:30 P. M., November 6.

Milk Contest Features Unionville Fair

Approximately 3,000 people reviewed the 1,300 exhibits at the Unionville Community Fair, which was held October 26-28. The exhibits came from farms in the four townships comprising the Unionville Consolidated School District.

More than \$500 in prize money was awarded exhibitors. This year, for the first time, a milk show was held with 36 entries, 18 in the adult class and 18 in the student class. These samples were judged according to the State College score card, with the four student prizes going to Albert Vigilante, score 98.5; Joseph Mackey, 97.8; Joseph Vigilante, 97.5; and Wayne Christy, 95.7. In the adult class the prize winners were E. Maule & Co., score 97.8; Edison Spencer, 96.1; Isaac E. Bernard, 95.8; and Mark Mackey, 95.1.

The fair was sponsored by the Unionville Home and School League, East Lynne and Doe Run Granges and the Board of Directors of the Unionville School.

The Isms Explained

IDEALISM: You have two cows. You milk them, and use or sell the milk.

CAPITALISM: You have two cows. You sell one cow and buy a bull.

SOCIALISM: You have two cows. You give one to your neighbor.

COMMUNISM: You have two cows. You give both to the Government, and the Government gives you the skimmed milk.

FASCISM: You keep the cows and give the milk to the Government, and the Government sells part of it back to you.

NAZISM: The Government shoots you and takes both cows.

A telephone pole never hits an automobile except in self defense.

OCTOBER, 1939, BUTTER PRICES			
Date	Philadelphia	New York	Chicago
2	29 1/2	29 1/4	28 1/4
3	29 1/2	29 1/4	28 1/4
4	29 1/2	29 1/4	28 1/4
5	29 1/2	29 1/4	28 1/4
6	29 1/2	29 1/4	28 1/4
7	29 1/2	29 1/4	28 1/4
8	29 1/2	29 1/4	28 1/4
9	29 1/2	29 1/4	28 1/4
10	29 1/2	29 1/4	28 1/4
11	29 1/2	29 1/4	28 1/4
12	29 1/2	29 1/4	28 1/4
13	29 1/2	29 1/4	28 1/4
14	29 1/2	29 1/4	28 1/4
15	30	30 1/2	29 1/4
16	30	30 1/2	29 1/4
17	30 1/4	30 1/4	29 1/4
18	30	30 1/2	29 1/4
19	29 1/2	29 1/4	28 1/2
20	29 1/4	29 1/2	28 1/4
21	28 3/4	29	28
22	29 1/2	29 1/2	28 1/4
23	29 1/4	29 1/2	28 1/4
24	29 1/4	29 1/2	28 1/4
25	29 1/4	29 1/2	28 1/4
26	29 1/4	29 1/2	28 1/4
27	29 1/4	29 1/2	28 1/4
28	29 1/4	29 1/2	28 1/4
29	29 1/4	29 1/2	28 1/4
30	29 1/4	29 1/2	28 1/4
31	29 1/4	29 1/2	28 1/4
Average	29.60	29.00	28.38
Sept. '39	28.22	27.66	27.44
Oct. '38	26.60	26.29	25.54



STEWART CLIPMASTER
New anti-friction tension control assures perfect tension between blades for cooler, lighter running—faster, easier clipping. Makes blades stay sharp longer. Exclusive Stewart design, ball-bearing motor is air cooled and entirely encased in the insulated EASY-GRIP handle that is barely two inches in diameter. Completely insulated—no ground wire required. The fastest clipping, smoothest running, easiest-to-use clipper for cows, horses, dogs, mules, etc. A \$25 value for \$19.95 complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 5649 Roosevelt Road, Chicago, Illinois. 60 years making Quality products.



CASH PRIZES FOR PICTURES

Entered in the
Review Picture Contest

Prizes:
\$5.00 if picture is used on front page. \$1.00 if used on inside page.

Open to:
Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of picture:
Clear, sharp outlines; attractive background. Farm subject, that will interest others on its merits.

Description of picture (brief)
Identification of sender.
(Unused pictures will be returned.)

Back of every business that keeps up with the times is an individual who keeps ahead of them.

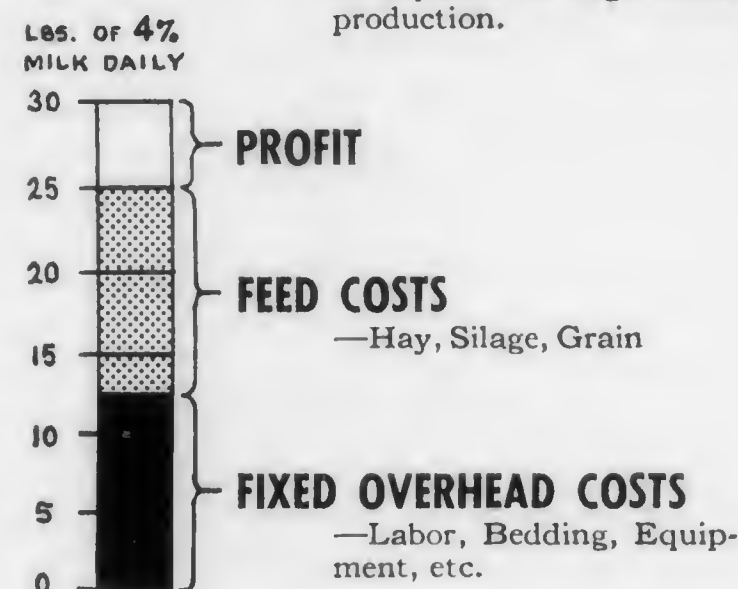
If you want to get the feel and the spirit of your own Inter-State Milk Producers' Cooperative you will surely attend the Annual Meeting November 28-29.

A New Policy in 1919
.. An Outstanding Success TODAY!

Thousands of Northeastern Dairymen **PROFIT** by using **BEACON DAIRY RATIONS!**

YOUR PROFIT MARGIN

It depends on high average production.



Many dairymen do not realize that the average dairy cow must produce the equivalent of 25 lbs. of 4% milk daily to cover fixed overhead and feed costs. And that the profit comes from production above 25 lbs. daily. Small increases in production result in relatively large increases in profit. That is why the best dairy feed gives you the greatest profit.

Our dairy rations are made according to this strict rule—that every ingredient used must be of first quality and must make a distinct contribution to the feeding value of the final ration. That all ingredients must be carefully blended according to the latest scientific research and the soundest feeding experience.

THE BEACON MILLING CO., Inc., Dept. I. R., Cayuga, N. Y.

We also make feeds for chickens, turkeys, ducks, game birds, horses, swine, beef cattle, sheep, goats, rabbits and dogs.

BEACON Dairy RATIONS

Mike: "What is the difference between vision and sight?"

Pat: "Remember those two goils we had out last night?"

Mike: "Yes?"

Pat: "Well, the one I was with was a vision, but the one you were with was a sight."

The more you know, the more you now you ought to know.

The Date—Tuesday-Wednesday, November 28-29.

The Place — Benjamin Franklin Hotel.

The Event—Annual Meeting of Inter-State Milk Producers' Cooperative.

The value of this policy has been thoroughly proved as fundamentally sound by the outstanding success Beacon Dairy Rations enjoy today. After 20 years of thorough testing—on large, average-size and small dairy farms—by exhibitors (such as the Dairy World of Tomorrow—N.Y.W.F.) for sustaining top milk production—Beacon Dairy Rations are steadily increasing in popularity—year after year.

MAINTAIN HIGHER MILK PRODUCTION FOR LONGER PERIODS

From the very beginning Beacon has made feeds for farm livestock only. Therefore we produce no by-products which must be used in our rations. Only the choicest quality ingredients are used, and constant laboratory supervision insures the high quality and uniformity of Beacon Dairy Rations. Yet, our feeds cost only a few cents more per bag than feeds with less nutritive value.

These are a few reasons why we urge you—the average-size dairy farmer—to put your cows on Beacon Dairy Rations. Test their results along side any other feed you may be using. We believe you will find them the most economical for maintaining maximum milk yield.

A brand new 100-page book—the **THIRD** edition of "Profitable Dairy Management," just off the press, is yours for the asking! It tells all about our rations. It's packed with valuable information that every dairyman should have. Write for your copy **TODAY!** Or ask your nearest Beacon Dealer for one!



Milk Prodi

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ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XX

Philadelphia, December, 1939

No. 8

ANNUAL MEETING SPECIAL NUMBER



Christmas Morn, Bright and Early

Annual Delegate Meeting Measures Year of Progress

OUR DELEGATE MEETINGS are getting better each year" was a comment by one delegate, typical of the comments in general after the fourth annual meeting of the Inter-State Milk Producers' Cooperative which was held at Philadelphia, November 28-29. That this meeting impressed not only the members and delegates of the Cooperative but also visitors is evidenced by the remark from one visitor to the effect that his one day's attendance at the annual meeting contributed more to his education on the democracy of cooperatives than he had acquired in all his life up to that day.

Of the 140 delegates selected by Locals of the Cooperative 137 were in attendance at the meeting, a record of almost 98 percent. Total attendance at the convention, except banquet, was approximately 500 (actual registration 476), while the attendance at the banquet held on the evening of the 28th was 461. A large number of members from nearby areas who attended the Tuesday session did not stay for the banquet, while numerous guests and buyers of our milk who were not in attendance at the business session were with us at the banquet.

Concise Reports

Reports from officers and department directors filled the first morning's meeting. These reports, which reviewed the work of the Cooperative during the past year, appear on other pages of this issue of the Review. They include the annual address by President B. H. Welty; the report by Secretary-Treasurer I. Ralph Zollers; the report of the market information department by F. P. Willits, Jr. statistician; of the Inter-State Milk Producers' Review by H. E. Jamison, editor; the Field and Test Department report by I. Ralph Zollers, department director; and a summary of the legal work of the Cooperative by A. Evans Kephart, counsel.

The two talks on the afternoon program were by General Manager O. H. Hoffman, Jr., who discussed in detail the work of the Cooperative where it succeeded in reaching its objectives and where work must still be done in that direction. He also outlined considerations that must be recognized in future work of the organization in order to serve the members adequately.

The educational and promotional work on milk as performed by the Philadelphia Inter-State Dairy Council was described in considerable detail by C. I. Cohee, president of the Council. A summary of his address will be found on another page of this issue.

Between these two talks a special feature was inserted in the program to emphasize and help visualize the place of young people in our cooperative work. This was a 4-H dairy demonstration staged by Helen Konhaus of Mechanicsburg and Harold Loy of Newville, whose demonstration on cleaning milk utensils won for them the championship of all dairy demonstration teams in Pennsylvania in 1939. The demonstration, "Oscar's Discovery", dramatized the manner in which improper cleaning and sterilizing the utensils results in rejected milk and carried the problem through to show how easy and inexpensive it is to give utensils the proper care and how such care will help reduce rejected milk, thereby increasing the producer's income. The dramatization was written by Miss Konhaus.

Resolutions Presented

Another feature of the afternoon program was the presentation of resolutions without discussion. These were distributed in mimeographed form to the delegates as they left the meeting.

Charles W. Holman, Secretary of the National Cooperative Milk Producers' Federation, of which the Inter-State is a member, brought greetings from that body, and also commented briefly upon a few dairy problems of public and national interest.

The annual banquet was in many respects an outstanding event. The speaker, Arthur E. Holt, Professor of Social Ethics at the Chicago Theological Seminary, brought an inspiring message, which is summarized briefly on another page. Chief Justice John W. Kephart of the Pennsylvania Supreme Court, who, with Mrs. Kephart, was a special guest, made a few brief remarks in which he asserted that the farmers of America are today, as they always have been, the backbone of the real American spirit of democracy.

Among the agricultural and dairy leaders from the eastern section of the country who were present were John H. Light, Pennsylvania Secretary of Agriculture; Willard Allen, New Jersey Secretary of Agriculture; Chas. W. Holman, secretary of the National Cooperative Milk Producers' Federation; Dr. Hannah McK. Lyons, who was given special recognition at the women's session of the program; B. B. Derrick, secretary-treasurer of the Maryland and Virginia Milk Producers' Association; Dr. R. W. Shermantine, secretary of the Maryland Cooperative Milk Producers; Dr. T. B. Symons, Dean and Director, University

(Please turn to page 5)

Inter-State Milk Producers' Cooperative Officers, 1939-40

B. H. Welty, President
A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
H. E. Jamison, Assistant Secretary
F. P. Willits, Assistant Treasurer
O. H. Hoffman, Jr., General Manager
A. Evans Kephart, Counsel

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4. J. M. Wheatley, Federalsburg, Md.
5. *J. W. Keith, Centerville, Md.
6. †Fred W. Bleiler, New Tripoli, Pa. R 1
7. H. K. Martin, Goodville, Pa.
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10. *Ralph E. Bower, Chesapeake City, Md.
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12. Fred A. Walls, Harbeson, Del.
13. H. B. Stewart, Huntingdon, Pa. R 4
15. *Howard W. Wickersham, Kelton, Pa.
16. †M. L. Stitt, Port Royal, Pa.
17. †Jos. S. Briggs, Yardley, Pa.
19. John Carvel Sutton, Kennedyville, Md.
20. *†Kenzie S. Bagshaw, Hollidaysburg, Pa.
21. Alva Shuss, Everett, Pa.
22. †A. R. Marvel, Easton, Md.
23. *Charles R. Hires, Jr., Salem, N. J.
25. *B. H. Welty, Waynesboro, Pa.
26. †D. E. Witherspoon, Chambersburg, Pa.

HONORARY LIFE MEMBER, F. P. Willits, Ward, Pa.
†Re-elected Director for three-year term
*Member of Executive Committee

Signs of Christmas

The other night I caught a very young lady in the act of writing a letter to Santa Claus.

The Women who came to the Annual Meeting practically moved into the department stores in a body on Tuesday afternoon.

An envelope of Christmas Seals came to my desk this morning.

But the sign of all signs for me is the first Christmas music I hear. Whether it's Holy Night or Jingle Bells, it's all the same—it's then I KNOW, thank goodness, that I'm still not too old to love Christmas.

I hope I never shall be!

And that's my Christmas wish for you.



O. H. Hoffman Jr.

Co-ops Exemplify Democratic Principles—Dr. Arthur E. Holt

A TREMENDOUS amount of food for thought was contained in the address given by Dr. Arthur E. Holt, Professor of Social Ethics at the Chicago Theological Seminary, at the annual banquet of the Inter-State Milk Producers' Cooperative on November 28th.

Dr. Holt told the 460 members and guests at the banquet that producer-cooperatives constitute the one guarantee of democratic regionalism in this country. "Around every great city", he said, "the social scientists are coming to recognize what they call a 'region'. A region is a relationship which presents a condition of inter-dependence". He stated that milk sheds are typical examples of regions. The primary market is the center of the region, with the area supplying the milk completing the region. All groups within it are related in their economic transactions. He stated that some people believe the regions will become more important in our national economy than our states.

Dr. Holt stated, further, that the forces in the center of these regions, which means the city, usually dominate the region because of the concentration of power. He stated frankly that manufacturers and

labor have a distinct advantage over their circumstances which is not possessed by the farmers of the region.

"Just how far we will go in this matter is not yet clear", he said, "but one thing is clear; the only hope of a democratic regionalism will be the farmers' cooperatives. To tie the farmers to the big cities with all power concentrated in the city and the farmer operating on the distant margin will simply make him more than ever the victim of urban forces. If he is to maintain his self-respect the farmer must act as a unit in meeting the forces with which he bargains. In his behavior as a member of a producer's cooperative, he must take account of three tendencies: First, he must protect himself against injustice in bargaining for his products. Second, he must take care that he is not exploited by people who want to make use of him In the third place he must know, not only his own economic welfare, but he must also know his political welfare and formulate political policies which are pertinent to his purposes. He needs to do this because he needs to protect our democracy."

The farmer is a capitalist but not

in the sense that great financiers are and he has no right to practice his capitalism as would those who fulfill our usual conceptions of capitalism—his is a democratic capitalism. He added "Farmers must know the difference between cooperation and capitalism."

In amplifying this further he stated "There is a difference between measuring an industry on the basis of profits returned and on the basis of service and spiritual fulfillment as is done by cooperatives." In describing the democracy of cooperation, Dr. Holt outlined five features possessed by democracies, which are the recognition:

1. Of the importance of the individual.
2. Of the potentialities of the individual.
3. That the economic welfare of the nation must be shared by all.
4. That the political power must be distributed over the population.
5. That social changes must be obtained by education and persuasion.

These democratic principles, declared Dr. Holt, "are nowhere more thoroughly practiced or sincerely believed in than in cooperatives."

In concluding his talk Dr. Holt told our delegates, members and friends that in order to make a good cooperator a man must be of great courage, must believe in action more than words, and must think clearly and have patience.

Herds Are Improving

Fifty-five of Pennsylvania's 67 counties have dairy herd improvement associations, reports I. O. Sidelmann, dairy extension specialist at the Pennsylvania State College. Bradford county leads with six associations followed by Susquehanna and Tioga with five each.

The goal of each association, according to Sidelmann, is an average production of 300 pounds of butterfat per cow. This goal has been reached by 88 of the 99 associations in the state. Twenty-two associations have passed the 350-pound average.

The average butterfat production of cows owned by members of the first association, organized in 1910, was 235 pounds. Their annual average in 1938 stood at 329 pounds.

The fact that Maryland soils are among the oldest in this country from the standpoint of length of time in cultivation, and at the same time the yields of principal crops are among the highest, pays a grand tribute to those who have tilled these lands.

MILK PRODUCERS REVIEW

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Inter-State Milk Producers' Cooperative Incorporated

401 N. Broad St., Philadelphia, Pa.

FIELD DEPARTMENT

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C. Reynolds, Denton, Md., Ass't Director
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H. D. Kinsey, Quakertown, Pa.
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D. W. Winter, Glenside, Pa.

SECONDARY MARKET MANAGERS

Altoona - Huntingdon - J. J. Camp, Roaring
Spring, Pa., Phone 118M
Lancaster - C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 2-7977
South Jersey - H. T. Borden, County Extension
office, Woodbury, Box 334, Phone 800
Trenton - Frederick Shangle, 19 W. State St.
Trenton, N. J., Phone 4085
Wilmington - Floyd R. Ealy, 103 W. 7th St.
Wilmington, Del., Phone 2-7464

Pittsburgh, Scranton and North Jersey Prices Raised

Effective on December 1, producer prices in the Pittsburgh and Scranton milk marketing areas were increased by order of the Pennsylvania Milk Control Commission. At Pittsburgh the Class I price was raised from \$2.70 to \$3.00 and IA milk (for fluid cream) was raised from \$2.00 to \$2.20. The formula for Class II milk was changed, resulting in an increase of approximately 15 cents, while the formula for Class III milk was increased by 5 cents per hundred. These prices will be effective only until April 1.

In the Scranton market the Class I price was increased from \$2.70 to \$2.96 and the Class IA price from \$2.00 to \$2.20. There was a slight change in the Class II formula which will have only a minor effect on the price. In this market also the changes are in effect only until April 1.

In both markets the retail price was increased by 1 cent per quart, the price of B milk now being set at 13 cents. Retail prices will revert to their former level on April 1.

The New Jersey Milk Control Board, through orders effective on December 1, increased prices to producers supplying northern Jersey markets, from \$2.85 to \$3.00 per hundred pounds of Class I milk of

3.5 percent test. These prices apply to Grade B Milk, a similar increase applying to Grade A milk.

Effective the same day another order by the New Jersey Board increased the consumer prices in northern New Jersey markets by 1/2-cent per quart, with no changes in milk delivered in pints or half pints. The retail price of Grade A milk in areas 2 and 4 is now 18 cents per quart and in area 5, 17 cents, with Grade B milk 3 cents less in each instance.

Similar changes were also ordered in the price to be charged stores and that stores are to charge consumers, with the store price to consumers being 1 cent less in each instance than the home delivered price. Increases of approximately 3/8 cent per quart were ordered in the prices that dealers shall charge sub-dealers.

Maryland 4-H Boys Win Two National Contests

Maryland 4-H dairy clubs proved their ability in contests at the National Dairy Show held in San Francisco in October. In the dairy demonstration contest the team from Baltimore county, Vernon Bolte and Earle M. Uzzell, won the highest rating for the teams from the eastern section of the country. As there was no competition between sections of the country, their award was the highest available. Each of the boys won a \$250 scholarship to an agricultural college.

In the 4-H dairy judging contest, also held at the National Dairy Show, the Maryland team won highest honors for the entire country, with a score of 4056 as compared with 3999 for the second-place Michigan team. The Maryland team consisted of Charles Hammond, Robert Stiles and George Gorsuch, with Howard C. Barker of the University of Maryland their coach. Hammond and Stiles ranked first and second in the scoring as individuals, with Gorsuch placing seventh among the 51 contestants.

The Maryland boys ranked highest in the judging of Guernseys and Jerseys, second in the judging of Holsteins and third in the judging of Ayrshires and Brown Swiss.

This is the fourth time in the history of the National 4-H judging contest that a team from Maryland has taken highest honors.

FOUND—A Grange pin, on the floor following the Annual Meeting. We shall be glad to send it to owner upon request and identification.

The only safe way to destroy your enemy is to make him your friend.

MILK PRODUCERS REVIEW



This view of the chapel at Mercersburg Academy conveys the real Christmas spirit. Theodore Hoffeditz, Greencastle, Pa., receives \$1.00 for its use.

New Dairy Book Appears

"The Care and Handling of Milk" is the title of a new book that should be of great value to dairymen, both producers and distributors, and which should also be valuable in school reference libraries. This 400-page volume was written by Harold E. Ross, Professor of Dairy Industry at New York State College of Agriculture and is published by the Orange Judd Publishing Company of New York City. The price is \$4.00.

The book is well illustrated and is written understandably and interestingly. The 21 chapters are devoted to such subjects as the size and importance of the dairy industry; the chemical and physical properties of whole milk and of the food value of milk; the grades of milk; production of clean milk and methods of cooling milk; inspection of dairy farms, milk plants and milk handling equipment; dairy barn and milk house construction; milk plant construction and operation; transportation and distribution of milk; and judging of milk and cream.

Throughout the book numerous, concise illustrations are used to emphasize the points under discussion.

A minister was loud in his praise of the fat and juicy bird his colored host served for dinner, and finally he asked: "Where did you get such a fine goose as that?"

"Pahson," replied his host, "when you preaches a good sermon Ah doan ax you whar you got it. Ah hopes you'll hab de same consideration fo' me."

December, 1939

Through the Strainer

An article in a recent issue of Hoard's Dairyman, headed "Strainer Caution", contains some pertinent thoughts on strainers and their use.

It says in part, "The avowed purpose of the strainer is to prevent foreign material from getting into the can. Look at the strainer you are now using and ask 'Is it doing that job?'"

It is presumed, of course, that producers in our eastern milk sheds no longer use either cloth or fine mesh screen in their milk strainers. The best that can be said for either of these so-called strainers is that when milk is poured over them a lot of bacteria are washed into the milk.

Hoard's Dairyman also asks, "Is the strainer broken away or a hole punched through? Maybe it is badly dented and thus not easily washed."

"A good strainer is easy to clean, has no seams, uses cotton pads that are thrown away after one use and has ample protection for the cotton to keep it from being damaged as the milk is poured in."

The Happiest Way

The American farmer follows the happiest way of life in today's turbulent world.

That is the claim of W. V. Dennis, professor of rural sociology at the Pennsylvania State College, who says that the main reason for this is the security afforded by his occupation, followed by the sanity of the rural environment, the joy of craftsmanship, and the ability to see the fruits of one's labor.

He claims that the American farmer possesses the only thing in the world today that looks like a home, pointing to the development of the American homestead from its pioneer beginning in the wilderness to its present important place in the social and economic structure of the nation.

The farmer's life is most truly religious, Dennis believes, and therein lies his hope for a better world of tomorrow.

Law Protects Farmers

Following the passage of a law by the last session of the Wisconsin Legislature, farmers of that state are protected against losses incurred through inability to collect for milk or cream sold. Under this law farmers are given preferred claims, equal with labor, in cases against insolvent dealers in dairy products. The same law makes ability to pay for dairy products or security for payment a basis upon which dealer licenses are issued.

CHRISTMAS SEALS



Help to Protect Your Home from Tuberculosis

Careful Cooling Pays Even In Cold Weather

Cooling the milk quickly and properly is important in winter as well as in summer. To cool milk quickly—cold water, under 45 degrees if possible, is strongly urged, as water will draw the heat from the milk many times faster than will cold air, even air under freezing temperature.

Another difficulty with trying to cool milk by setting the cans of warm milk in cold air is that the milk against the surface of the can may freeze with disastrous results to the quality of the milk and to its butterfat test. A can of milk inserted in water can not freeze until the water freezes.

Perhaps there is no better place to cool the milk quickly than in the regular cooling cabinet filled with cold water, whether or not ice or mechanical refrigeration is used. Closing the lid on the cabinet will protect both ice and water from freezing and hold the contents of the cabinet at a safe, cold temperature just above freezing.

Save This Issue

This special number of the REVIEW contains a complete report of the proceedings of the Fourth Annual Meeting of YOUR Inter-State Milk Producers' Cooperative. We suggest that you read it carefully, then file it away for future reference.

"I've got a new job, so I cain't do yo' washin' no mo!"
"What is it, Mandy?"
"My new job is dat I cain't work. I'se on relief."

A life of ease is a difficult pursuit.
—Cowper.

Measure Year's Progress

(Continued from page 2)

of Maryland; W. W. Bullard, president, and Robert Marshall of the Dairymen's Cooperative Sales Association of Pittsburgh; Allan D. Miller, counsel, and Martha Smith Fry of the Home Department, Dairymen's League Cooperative Association of New York City; John M. McKee, Chairman of the Pennsylvania Milk Control Commission; J. A. Rogers, secretary of the New Jersey Milk Control Board; E. M. Harmon, Federal-State Administrator for the New York market; Dr. F. F. Lininger and Dr. C. W. Pierce of the Department of Agricultural Economics, Pennsylvania State College; R. H. Olmstead and I. E. Parkin of the Dairy Husbandry Department, Pennsylvania State College; Dr. Geo. E. Taylor, Extension Dairyman, E. J. Perry, Extension Dairyman, and L. M. Henderson, State Creamery Inspector, N. J. Agr. Experiment Station; Dr. Arthur I. Bell, president of the Maryland Ayrshire Breeders' Association; Dr. C. H. Lane, Federal Agent for Agricultural Education; and H. C. Fetterolf, Chief of the Department of Agricultural Education, Harrisburg, Pa.

The first business at the second day's session was the announcement of the re-organization of the Board of Directors of the Cooperative, with all officers re-elected. This was followed by the election by the delegates of eight members of the Inter-State Milk Producers' Cooperative to the Board of Directors of the Philadelphia Inter-State Dairy Council, the delegates electing the seven members of the Executive Committee of the Cooperative and also F. P. (Daddy) Willits to these positions.

The action on resolutions completing the day's program, the meeting adjourned at about 1:00 P.M.

The resolutions which were approved by the delegate body are printed in full on pages 20-21, with the names of the sponsors of the resolutions. The first eight were developed from resolutions passed at the National Cooperative Milk Producers' Federation meeting in Chicago on November 15-16-17, the remainder coming from locals, districts and individual members of the Cooperative.

The delegates saw fit to decline taking action on several resolutions, especially when these resolutions appeared to be unworkable or outside the province of the Cooperative or if, in the opinion of the delegate body as a whole, it seemed inadvisable to incorporate such resolutions into the policy of the Cooperative at this time.

He who laughs last—laughs last.

Prices Paid for 4% Milk By Philadelphia Dealers

October, 1939, f. o. b. City Plant	
Abbotts Dairies.....	\$2.48
Baldwin Dairies.....	2.43
Breuninger.....	2.66
Wm. Engel Dairy.....	2.89
Gross Dairy.....	2.65
Harbison Dairies.....	2.71
*Hutt & Kempf (1-15) (16-31).....	2.35
Missimer.....	2.40
Mosebach Dairy.....	2.58
Scott-Powell.....	2.54
Supplee-Wills-Jones.....	2.50
Sypherd Dairies.....	2.51
*Hutt-Kempf price paid Sept. 1-15 was \$2.33 instead of \$2.25 as reported in Novem- ber issue.	2.59

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.	
Class I	Class II
October \$2.85	\$1.80
November 2.85	1.80
Class III	1.20

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

Class IA (Cream) price of \$2.20 applies on Altoona, Bethlehem, Cresson, Doe Run, Huntingdon, Mt. Union, Reading, Tamaqua, Tyrone and West Chester markets.

Class III Prices—4.0% Milk	
MARKET	PRICE
All Penna. Markets	\$1.21
Md. & Del. Stations	1.22
Wilmington	1.22

Average price 92-score butter at New York:
October, 29.00¢ per pound
November, 30.07¢ per pound

The October average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

A new circular (No. 111) "Feeding the Dairy Cow" has recently been issued by Pennsylvania State College. It was written by Professor R. H. Olmstead and contains valuable information regarding the feeding of the dairy herd, with special suggestions for situations caused by shortage of hay or silage such as may result from a drought. Copies of the circular may be obtained from county agricultural agents or from State College.

"Waiter, why is this milk so weak?"

"Why, the cows got caught in the rain."

Classification Percentages—October, 1939

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class IA	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A".....	70.3	..	18.7	11	..
" " "B".....	66	..	23	11	..
Baldwin Dairies.....	66	..	13	21	..
Blue Hen Farms.....	65.4	..	10.3	24.3	..
Breuninger Dairies.....	78	..	15	7	..
Clover Dairy.....	68.79	..	10.5	20.71	54% of Prod.
Delchester Farms.....	74.5	..	25.5	..	..
Eachus Dairies.....	83.3	9.46	7.24	..	..
Engel Dairy.....	93.16	..	6.84	..	74.68% Prod.
Fraims Dairies.....	77.75	..	9	13.25	..
Gross Dairies.....	75	..	25	..	63.4% Class I
Harbison Dairies.....	82	..	11	7	73% of Class I
Harshbarger Dairies.....	*74.3	*12.4	..	Balance	..
Hernig, Peter.....	53	..	47	..	..
Hoffman Dairy.....	39	10	51	..	..
Keith's Dairy.....	*74	*6.5	Balance	..	..
Martin Century Farms (1).....	80.47	..	(1)19.53	..	68.28% Prod.
McMahon Dairy.....	*98	Balance	..	..	..
Meyers Dairies.....	70	..	30	..	83% of Prod.
Missimer Dairies.....	70.28	..	29.72	..	..
Nelson Dairy.....	63	..	22	15	..
Pebble Hill Dairy.....	70	..	30	..	70% of Prod.
Penn Cress Ice Cream Co.....	56.03	3.7	40.27	..	..
Scott-Powell.....	65	..	33	2	86% of Prod.
Stegmeier, Clayton.....	61.5	4.5	34	..	..
Supplee-Wills-Jones.....	66.11	..	29.87	4.02	95.29% Class I
Sypherd's Dairy.....	73.9	..	16.1	10	..
Turner & Wescott.....	71	..	29	..	..
Waple Dairy.....	88.6	7.8	..	3.6	..
Wawa Dairy Farms.....	70	..	15	15	..

NEW JERSEY

	<i>Norm</i>	<i>Cream</i>	<i>Excess</i>
Abbotts Dairies "A".....	90 of norm	10 of norm	Balance
" " "B".....	94.5	5.5	Balance
Castanea Dairy "A".....	91	9	Balance
" " "B".....	85	15	Balance
Scott-Powell.....	(2)100	..	Balance
Supplee-Wills-Jones.....	100	..	Balance

* Percentage of each producer's individual base (remainder of production in class indicated by "balance").

(1) Martin Century paid in October, Class I, 64.58% at \$2.79; 15.89% at \$2.98; Class II, 15.67% at \$1.60; and 3.86% at \$1.64. (Prices of 4% Grade "B" milk f. o. b. Lansdale)

(2) "A" bonus paid on 57.6% of norm.

Feed Price Summary For November, 1939

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	November 1939 (\$ per T.)	October 1939 (\$ per T.)	November 1938 (\$ per T.)	% Change Nov. 1939 compared with Oct. 1939	% Change Nov. 1938 compared with Nov. 1939
Wheat Bran.....	30.81	29.70	25.19	+3.74	+22.31
Cottonseed Meal 41%.....	40.04	38.41	34.57	+4.24	+15.82
Gluten Feed 23%.....	32.01	33.23	28.06	-3.67	+14.08
Linseed Meal 34%.....	45.06	47.03	47.90	-4.19	-5.93
Corn Meal.....	29.87	29.89	28.10	-0.07	+6.30
Mixed Dairy Rations 16%.....	33.00	32.40	29.13	+1.85	+13.29
24%.....	39.41	39.03	34.32	+0.97	+14.83
32%.....	43.48	41.16	37.51	+5.64	+15.92
Brewer's Grains.....	33.01	33.62	27.21	-1.81	+21.32

"Say, I hear you lost your job.

Why did the foreman fire you?"

"You know what a foreman is—

he's the one who stands around and

watches his men work."

"What's that got to do with it?"

"Why, he got jealous of me.

People thought I was the foreman."

—Varieties

Strange as it may seem, milk products are used in the manufacture of automobiles. Among them are lactic acid made from whey, which is used in lacquers and in shatter-proof glass.

Barley is a good fattener for all types of livestock.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

October Averages and October and November Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in October	Class I Price Oct. & Nov.	Class II Price October	Class II Price November
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.64	\$1.69
Abbotts Dairies, Inc.....	Coudersport, Pa.....	2.06	2.38	1.56	1.61
" " ".....	Curryville, Pa.....	2.12	2.47	1.57	1.62
" " ".....	Easton, Md.....	2.17	2.56	1.52	1.55
" " ".....	Goshen, Pa.....	2.28	2.63	1.59	1.64
" " ".....	Kelton, Pa.....	2.30	2.65	1.60	1.65
" " ".....	Oxford, Pa.....	2.30	2.65	1.60	1.65
" " ".....	Port Allegany, Pa.....	2.06	2.38	1.56	1.61
" " ".....	Spring Creek, Pa.....	2.03	2.34	1.55	1.60
Avondale Farms.....	Bethlehem, Pa.....	1.90—1.93	2.85	1.49	1.54
Blue Hen Farms.....	Wilmington, Del.....	2.28	2.77	1.72	1.75
Breuninger Dairies.....	Richlandtown, Pa.....	2.37	2.62	1.59	1.64
Centerville Producers' Co-op.....	Centerville, Md.....	2.16	..	..	..
Clover Dairy Company.....	Wilmington, Del.....	2.34	2.77	1.72	1.75
Delchester Farms.....	Edgemont, Pa.....	2.52	2.98	1.64	1.69
Duncan's Dairy.....	Springfield, Pa.....	2.60	2.98	1.64	1.69
Eachus Dairy.....	West Chester, Pa.....	2.69	2.85	1.49	1.54
Fraims Dairies.....	Wilmington, Del.....	2.46	2.77	1.72	1.75
Harbison Dairies.....	Brandtsville, Pa.....	2.41	2.62	1.59	1.64
" " ".....	Byers, Pa.....	2.41	2.62	1.59	1.64
" " ".....	Carlisle, Pa.....	2.41	2.62	1.59	1.64
" " ".....	Hurlock, Md.....	2.35	2.56	1.52	1.55
" " ".....	Kimberton, Pa.....	2.41	2.62	1.59	1.64
" " ".....	Massey, Md.....	2.37	2.58	1.52	1.55
" " ".....	Millville, Pa.....	2.31	2.50	1.58	1.63
" " ".....	Rushland, Pa.....	2.41	2.62	1.59	1.64
" " ".....	Sudlersville, Md.....	2.37	2.58	1.52	1.55
Harshbarger, J. E.....	Altoona, Pa.....	..	2.96	1.49	1.54
Hernig, Peter.....	Boiling Springs, Pa.....	2.11	2.58	1.59	1.64
Hershey Creamery.....	Greencastle, Pa.....	2.00	..	..	..
Highland Dairy Co.....	Doe Run, Pa.....	2.40	2.85	1.49	1.54
Hoffman's Dairy.....	Altoona, Pa.....	..	2.96	1.49	1.54
" " ".....	Huntingdon, Pa.....	2.03	2.85	1.49	1.54
Johnson, J. Ward.....	Woodlyn, Pa.....	2.60	2.98	1.64	1.69
Keith's Dairy.....	Altoona, Pa.....	..	2.96	1.49	1.54
Martin Century Farms.....	Lansdale, Pa.....	2.59	2.98	1.64	1.69
Miller-Flounders.....	Chester, Pa.....	2.60	2.98	1.64	1.69
Mount Union Sanitary Milk Co.....	Mt. Union, Pa.....	..	2.85	1.49	1.54
Nelson Dairy.....	Jeffersonville, Pa.....	2.42	2.98	1.64	1.69
Pebble Hill Dairy.....	Doylestown, Pa.....	2.58	2.98	1.64	1.69
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.34	2.96	1.49	1.54
Scott-Powell Dairies.....	Clayton, Del.....	2.22	2.60	1.52	1.55
" " ".....	New Holland, Pa.....	2.28	2.66	1.60	1.65
" " ".....	Pottstown, Pa.....	2.31	2.71	1.60	1.65
" " ".....	Snow Hill, Md.....	2.11	2.44	1.52	1.55
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.23	(\$2.23 for all milk in October)	..	..
Stegmeier, Clayton.....	Tamaqua, Pa.....	2.40	2.96	1.49	1.54
Supplee-Wills-Jones.....	Bedford, Pa.....	2.15	2.47	1.57	1.62
" " ".....	Centerville, Pa.....	2.25	2.34	1.55	1.60
" " ".....	Chambersburg, Pa.....	2.21	2.55	1.58	1.63
" " ".....	Hagerstown, Md.....	2.15	2.49	1.52	1.55
" " ".....	Harrington, Del.....	2.21	2.58	1.52	1.55
" " ".....	Huntingdon, Pa.....	2.19	2.53	1.58	1.63
" " ".....	Leaman Place, Pa.....	2.29	2.67	1.60	1.65
" " ".....	Lewistown, Pa.....	2.21	2.55	1.58	1.63
" " ".....	Mercersburg, Pa.....	2.21	2.55	1.58	1.63
" " ".....	Mt. Pleasant, Del.....	2.21	2.58	1.52	1.55
" " ".....	Nassau, Del.....	2.19	2.55	1.52	1.55
" " ".....	Princess Anne, Md.....	2.14	2.47	1.52	1.55
" " ".....	Townsend, Del.....	2.21	2.58	1.52	1.55
" " ".....	Waynesboro, Pa.....	2.21	2.55	1.58	1.63
" " ".....	Worton, Md.....	2.21	2.58	1.52	1.55
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.10	..	..	..
Turner & Wescott.....	Glen Roy, Pa.....	2.35	2.65	1.60	1.65
Walnut Bank Farms.....	Quakertown, Pa.....	2.56	2.98	1.64	1.69
Waple Dairies.....	Tyrone, Pa.....	2.74	2.85	1.49	1.54
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.31	2.98	1.64	1.69
Ziegler Dairy Co.....	Reading, Pa.....	..	2.85	1.49	1.54

Bonuses Not Included—See Page 6, Column 1

President B. H. Welty, Describes Your Cooperative's Work

YEAR AFTER YEAR, as our delegates and members assemble here in Philadelphia for our annual meeting, I am impressed with the progress made. It is especially significant that the discussions at these meetings are free and open, with an increasingly larger proportion of the delegates taking active parts in the discussions. It is also pleasing that as our delegates rise to their feet to express themselves, they do so in a straight-forward manner. Their remarks are sincere, constructive and designed to help the Cooperative in its work.

This freedom of expression goes back to the policy which has prevailed for years, and especially since the delegates assembled here four years ago instructed the management to develop re-organization plans. It demonstrates that when the members of a cooperative, whether it be large or small, are given the facts straight from the shoulder and are given an opportunity to discuss the organization's work, these members and delegates will get to the bottom of the problems at hand and invariably come out with the right answers.

Sometimes our load seems heavy and the job before us tremendous. It may seem that the battle is not worth the reward, and that satisfactory answers to the questions we face are far removed. It works out, however, that we almost invariably arrive at a solution reasonably satisfactory to all involved and that, as we surmount each obstacle, succeeding problems of like nature prove to be much easier of solution.

I believe this is true because of the inherent fairness of our farm people who constitute the real backbone of our country. This nation was built by farmers who developed its resources and perhaps made the greatest contribution of any group to the security and stability of our government. Our farmers know what hard work means and this, combined with their sense of property values, gives them the mental balance which, collectively, provides the real solution to our economic and social problems. Significantly, farmers very seldom take a radical turn if they are provided with the facts and are not unduly influenced by some outside interest.

Reputation for Orderliness

The Philadelphia milk shed has the reputation of following peaceful methods in settling its difficulties. This reputation has been preserved in spite of violence in nearby areas resulting in property damage, personal injuries and even loss of life. This has been done by using the conference method of determining a common ground upon which problems can be settled and, as in almost any business deal, making some fair compromise rather than resorting to brute force.

The past fiscal year of our Cooperative, and I say **our** cooperative because it belongs to all of us, with every one of the 7668 members having a voice in its control, was one



B. H. Welty, Waynesboro, Pa.,
President of Inter-State Milk
Producers' Cooperative

of exploration and conquest—exploring new fields of work and conquering the difficulties encountered therein. When that fiscal year started on September 1, 1938, this nation saw one of the most critical dairy situations which ever existed. There were immense supplies of all manufactured dairy products in storage, the largest amounts in history and representing approximately one-tenth of the entire year's production of milk. This resulted in weak markets, with the trade operating on a hand-to-mouth basis and making no long-time commitments. Prices of manufactured products were low and probably would have gone much lower had it not been for the support given the butter market by the Dairy Products Marketing Associa-

tion, to which we owe a great deal of credit.

In our own instance, we were in possession of approximately 11 carloads of frozen cream, equivalent to 110 carloads of milk, which had been taken off the market during a labor difficulty faced by one of our larger buyers. Had this volume of milk been allowed to be thrown on the open market it seems that it would surely have broken our prices with a tremendous loss to members and, in fact, to all producers. This activity was entirely a protective measure and **not** an investment. It was found inadvisable to move this cream back into trade channels until late fall and winter and, when finally sold, resulted in a loss on that particular transaction amounting to about \$1.50 per member. This, of course, was taken from our reserve fund which has been set up especially to protect the markets of our members, a small price to pay, it seems to me, in order to hold the price of all of our milk.

Large Supplies Available

As was reported to you last year and at the local meetings, we also had on our hands the entire supply of milk of one receiving station on the Eastern Shore and because of the lack of demand from fluid sources it was necessary to move that milk almost entirely into manufacturing channels for approximately 18 months. We are happy to report that, for several weeks past, this milk has been moving into a fluid market which is out of competition with our regular outlets and also is not displacing any other milk formerly supplied by producers of our Philadelphia Shed. It appears, at this time, that this outlet will be reasonably permanent.

The supply of milk continued to be more than adequate for immediate needs throughout the winter and spring. Predictions were made in many quarters that the supply and demand situation would again be far out of balance during the summer and fall months of 1939. It was not surprising that under such circumstances consideration would be given by distributors to a general lowering of milk prices, and a Milk Control Commission hearing for this purpose was held in May, in which our buyers asked for a two-cent drop in the retail delivered price of milk, with the probability that most, if not all, of this reduction would be passed on to producers. At

this hearing your Cooperative submitted a comprehensive brief, in which it was shown that, on the basis of cost of production, there was no justification for a reduction in producer prices at that time. Experience in other markets of the state, where similar drastic cuts were actually made, showed that the effect on consumption was so small as to be of little importance. It is also asserted that with employment conditions improving and with the cost of milk production being maintained, a price reduction would work a hardship not only on milk producers but upon all trade and industry depending upon farm business. Had that cut gone into effect it would have meant approximately a quarter million dollars per month reduction in the income of our members.

Although production did reach approximately the anticipated level this spring, other factors affecting the industry improved so noticeably that the market situation cleared up by mid-summer. These factors included increased demand for milk and all dairy products and improved prices for manufactured dairy products, especially for such by-products as dry skim milk.

Kept Excess Milk Moving

During the entire fiscal year our Cooperative disposed of millions of pounds of excess milk that would normally have been without a market, or would otherwise have been moved to poor advantage. This milk was moved into manufacturing channels and kept out of direct competition with our regular supply of fluid milk, thereby helping stabilize the market. It helped avoid lay-offs of producers, both occasional and permanent, and avoided the establishment of daily quotas in some instances and possibly prevented the lowering of existing quotas. In other instances the milk was sold to outlets which permitted paying Class II price instead of manufacturing it into butter which would have brought only the Class III price.

Protected Members from Loss

As happened during the previous year the Cooperative also was called upon, in several instances, to make good on its guarantee of payment when a few buyers became in arrears. In most instances these cases were settled satisfactorily to everyone concerned without financial loss either to members or to the Cooperative. Arrangements are now being made in other cases which will assure the members full payment for their milk and may or may not involve drawing upon our reserve account to make up a part of the over-due

payments. Incidentally, I wish to emphasize that the reserve account is not a "grab bag" to be dug into on any pretext whatever but, instead, is a market protection fund and only when payments from it will serve to strengthen the market as a whole is a payment from that fund justified.

Visualizing the Job

I believe it will help each of us to visualize in our own minds the true work of the Cooperative if we will think this—"How would I handle this job of selling all the milk in the Philadelphia milk shed if every drop of it were under my control and I had to keep it moving?"

If you were in that position I believe you would first assemble all facts; you would keep your ear to the ground and your eye on the horizon, so as to know the trend of business conditions and of consumer buying power; you would keep check on competition from beyond our milk shed and of competition from other products.

I believe you would think of tomorrow when making today's decisions, and your every act would keep in mind its effect on a long-time steady market. You would, I dare say, plan for that combination of price and volume of sales in Class I which would bring the greatest return.

I believe you would insist on a quota or level production plan so as to be sure of having enough milk in those seasons when shortages frequently occur and so that you would not have an unnecessary flood of milk in seasons of normally high production.

I believe, if necessary, you would sacrifice on the sale of a little occasional excess, in order to prevent that excess from breaking your whole market. And, I feel quite sure you would insist that the milk you were called upon to sell would be of uniformly high quality and of good flavor, because that is the kind of milk the customer wants—and if it meets those requirements he will use more of it.

If all the milk of our shed were dumped into one big tank every morning and it were the job of any one of you to sell it all that day, those are some of the problems you would face. Even though that milk is not dumped into such a tank, it is still the job of our Cooperative to see that all this milk is moved every day and to adopt and follow out policies which will accomplish this end to the greatest advantage of the membership as a whole.

Legislative Watchfulness

At the regular sessions of our legislatures last winter considerable work was done and attention given to dairy legislation. In Pennsylvania all farm groups were well united except on milk control, on which differences of opinion developed on some points. A permissive type of control was generally favored but opinion was divided as to how and when to make the change from our present compulsory control. Your organization was insistent that the bonding provisions of the present law be maintained in full effect, especially since high courts had upheld the legality of that feature. It was also feared that certain proposed changes in the law might be conducive to an epidemic of pseudo-co-ops, that is, organizations that are cooperative in name only, but might be dominated by others than producers. Likewise, your organization felt that the tried and proved features of our present law should be preserved and maintained in any new legislation and were

definitely opposed to scrapping our entire act and starting over with untried or unproved ideas.

The farm organizations were united in obtaining an appropriation for indemnities to owners of cattle lost through the tuberculin and Bang's tests; \$1,400,000 being obtained for this purpose over the two-year period.

Changes in the milk sanitation law were proposed but were not approved by the legislature. It is generally believed to be sound policy that any dairy products brought into the state should meet the same sanitary regulations, interpreted in the same way, as are applied in our own state. We have heard considerable talk of reciprocal arrangements on this inspection, in which the work of inspectors from the selling states would be accepted. Naturally, in such an arrangement we would be at a disadvantage because we do not ship dairy products into those state markets and many cities in nearby states where we might ship are protected by their own ordinances which, in effect, supersede state regulations.

In New Jersey the Milk Control law was re-enacted with some minor changes whereby control is extended in that state until 1941. Considerable work of an advisory nature was done in both Maryland and Delaware.

Need a United Front

I firmly believe that farm groups must stand together in support of those things that are right and just, regardless of who or what party may be in office. It is the job of farmers, individually and through their organizations, to bring to the attention of officials and legislators the facts on all these matters and to insist that these facts be recognized in carrying out their duties.

In conclusion I want to express my sincere appreciation to our membership in general and especially our local officers and delegates for their loyal support; to the Board of Directors for their soundness of judgment and unanimity in tackling and solving the problems which they faced; and to the field and office forces for their loyal and efficient cooperation in spite of handicaps and difficulties encountered in their work.

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during October, 1939.

Farm Calls.....	1215
Non-Farm Calls.....	283
Butterfat Tests.....	3423
Plants Investigated (first half Oct.)	28
(second half Oct.)	26
Herd Samples Tested.....	385
Brom-Thymol Tests.....	136
Microscopic Examinations.....	72
Membership Solicitation.....	172
New Members Signed.....	30
Local Meetings.....	52
Attendance.....	1277
District Meetings.....	8
Attendance.....	640
Committee Meetings.....	16
Attendance.....	596
Other Meetings.....	13
Attendance.....	2018

The soybean has been a principal crop in the Orient for probably 50 centuries, but it is only just coming into its own in this country.

Debits — Credits — Plans

By O. H. Hoffman, Jr., General Manager

YOU DELEGATED REPRESENTATIVES of Inter-State today have had an accounting from your treasurer and your field department, from your market information department and from the editor of the Review. In addition, your president has given you a very good summary of the activities of the organization during the year. In these there has been brought to your attention the work done by the Cooperative, both in the field and here in Philadelphia. In fact, as a result of the excellent presentations of these men it strikes me that there is little left for the manager to do.

I should like, however, to consider the work of the Inter-State from a slightly different point of view and look at the past, present and future, with an eye to perspective rather than to the detail which has been so excellently covered today. And in the doing of this I should like to consider first some of the things undone, then some of the things done and, finally, give some consideration to what we may expect to have facing us in the future.

Considering first the things undone, it seems to me that the outstanding desire of our people which we have as yet been unable to accomplish is that of the establishment of a level production program in this market. I need not recall to you the history of this desire which began several years ago and which finally culminated in the carefully thought-out level production program which was submitted before the Pennsylvania Milk Control Commission at the hearing held here in Philadelphia last spring.

You remember that prior to that hearing the only type of level production program possible in this area was one which, under an earlier order in effect, would had to have been initiated by our buyers and it has been explained to you that our buyers, quite naturally, showed no inclination to assume this responsibility. Under the plan submitted by us before the Commission last spring this responsibility is one to be assumed by producers but, as you all very well know, to date there has been no action taken on any of the phases of that May hearing.

Why No Level Production

At this point I want to make this observation: The issues presented before the Commission last spring were singularly difficult ones. I need not go into that before you. In addition to this, the change in administration naturally, and I suppose unavoidably, complicated matters. Finally, under the sequence established last spring, the natural order of business would be first to settle the matters of prices in the market and then to proceed to the consideration of the method of marketing milk. This is not to be taken, however, as an expression of our approval of perpetual delay,—we feel quite otherwise about the matter and, Inter-State is working and will continue to work for as

speedy action on this question as is possible under the peculiar circumstances which exist. We are particularly anxious though, that when level production is established in this market it be under a plan which will work and probably this slow crystallization may actually contribute to its permanent success.

So, in the matter of level production, we may at first say that the ledger still shows red from the point of view of having gotten the program into actual effect, but it shows far otherwise in another quite important phase of the thing. I have had some little experience with the workings of base-surplus plans and I know of no side of milk marketing which requires as much careful thought or necessitates as much caution of procedure in its accomplishment as does this. So after last year's annual meeting a committee was put to work and literally spent weeks in study and examination of the earlier proposals along this line. It is my belief that a great deal of progress can be reported in the work of this committee and in the improvement in the proposal which was submitted before the Commission. It is my further belief that, subject to some minor adjustments which will naturally come when the Commission proceeds to move in this matter, we finally will have worked out a level production plan which will be generally acceptable and workable in this market.

Altoona Plan Working

To the credit of the Altoona market be it said that it has, under the Commission's orders, established a level production program under which it is operating.

The next job which might be regarded as undone is that of the establishment of uniform health regulations for our producers. This, I know, for a long time has been on

the calendar of the Inter-State and, speaking frankly, I fear it will continue to be on the calendar of Inter-State for awhile. You will recall first of all that it was proposed on this floor last year that there be passed by the Legislature a uniform health regulation for the various municipalities of the state. Before the Legislature last winter such a proposal was manifestly impossible of accomplishment and even the bill which was proposed by the farm organizations, which only slightly altered the present bill, was not passed at that session.

It is my belief that we need, as the representatives of the producers supporting this organization, to give some phases of this matter a little thought today.

Regulations Need Study

First of all, as compared with the average milk market both within and without our state, we have a very singular arrangement in Philadelphia, in that the market requirements for that part of our milk which is sold exclusively in Philadelphia are, in effect, fixed by the State of Pennsylvania rather than by the city of Philadelphia, as is the custom in almost every other major market in this country.

Second, it is the policy of the Commonwealth of Pennsylvania to hold the buyers of milk responsible for its quality rather than to concern itself personally with that job.

Then, right alongside the city of Philadelphia there lie Lower Merion and other townships, which follow the practice of most other urban centers in the United States, in that they have local requirements in excess of, and different from, those of the state, enforcement of which they see to personally.

Finally, due to the fact that much of our milk produced in other parts of the shed is sold in New Jersey, either in the form of fluid milk during the summer season in the southern part of the state or as fluid cream in the northern part of the state, a number of our producers are obliged to meet the requirements of not only the Commonwealth of Pennsylvania but of the state of New Jersey and of municipalities within that state, particularly Newark. Pausing for a moment we see that a uniform state requirement, as far as our Philadelphia producers are concerned, would, generally speaking, clear the situation only with respect to that milk sold in the adjacent townships, and that it would give no relief whatever from the requirements of the state of New Jersey nor of Newark.

Be that as it may, many of our producers feel that their barns and dairies are more or less over-run with inspectors, each with a separate set of requirements, a condition which irks them exceedingly, particularly since there exists considerable confusion, misunderstanding and different interpretations of the same regulations which inevitably result from the multiplicity of not only inspections but inspectors in the territory.

Out of this, unfortunately, has come, particularly in the Commonwealth, a misunderstanding as to the wishes of our people. I do not believe that the producers of milk for this territory have any desire

whatever for the letting down of any sound requirement which will lead to the production of a superior quality of milk. It is my conviction that our producers do not, of all things, expect to receive a fluid price for milk which meets only manufactured requirements, and it is my further conviction that our thinking producers appreciate completely the fact that, if we are to retain the fluid markets which we now have, and if we are to increase the use of fluid milk among the consumers we will be able to accomplish that only through the production of a very superior product—but our producers do want uniformity.

Some Practical Difficulties

Theoretically, the solution of the difficulty is easy and is to be accomplished through the establishment of requirements within the Commonwealth of Pennsylvania which will be similar to the most stringent requirements in the markets in which our fluid milk is disposed. In other words, if we had a requirement within the Commonwealth which would include each of the requirements within the townships, the State of New Jersey and Newark, N. J., and approval of these regulations by them, we would have uniformity of health requirements provided these regulations were uniformly enforced by the Commonwealth.

Theoretically, as I say, that is easy but actually a series of difficulties immediately arise which makes any such immediate solution an impracticable one. First of all, naturally the Commonwealth is chary of any such rigorous proposals. Secondly, the uniform enforcement of such regulations on the part of the state would necessitate a corps of state hired and state paid inspectors and the expense of such a proposal would not be in keeping with the present economy program of state operation. Third, the establishment of such rigid requirements throughout the territory would probably be quite as unpopular with producers as it would be with the Commonwealth (and here we must remember that there are hundreds of producers within the Commonwealth but without our milk shed who have no desire for such a program). Fourth, were the Commonwealth to establish such a rigid uniform state policy, this policy naturally would likewise have to be required of all milk producers within the state, unless there were made a separate set of requirements for producers of manufactured milk. Finally, there remains the difficult human problem of securing approval of these regulations by out-of-state agencies.

Will Take a Long Time

As one looks at the whole picture, there seems little hope of any immediate solution and, much as I dislike to say so, we are, I am afraid, going to have this problem to put up with for sometime—unless, of course, we want to limit our sales to our primary market alone.

I have wondered sometimes, however, whether this whole complicated business might not eventually rather lead to a plan of milk pricing being established by the Commission which would fix one price for that milk which met only the requirements, for instance, of the Commonwealth, a premium above that price for milk which was required to meet the requirements of Philadelphia and the townships, an additional premium for milk required to meet Jersey state requirements as well as the others, and still a third for milk which was required to meet them all, including Newark.

Another matter which we have failed to accomplish, and this concerns me deeply, is our failure to secure complete and accurate data with respect to production and consumption in our milk shed. Since I was first associated with your market one of the things about which I have been most concerned has been the lack of these data. To me they are of vital importance to



O. H. Hoffman, Jr., General Manager of the Inter-State Milk Producers' Cooperative

both producers and distributors and it is an impossibility for either to gauge their plans soundly without them. We were hopeful that, when the Commission office was established in Philadelphia, there would shortly be made available in this market data similar to that issued monthly by the Market Administrator in New York City. Until we get it we will all be depending more or less on blind reckoning in the steering of our course. My feeling is that no stone must be left unturned in this matter.

Now the Credit Side

I have tried, up to this point, to lay completely before you the debit side of the Inter-State ledger and I believe you will agree with me that the red ink has not been held back in this accounting. This may seem a bit unique to you, inasmuch as it is the general custom before a meeting of this sort to speak principally of our accomplishments. I have a feeling, however, that accomplishments result only after one has properly analyzed failures, and besides, I have a very deeply ingrained feeling that you men are entitled to the debit side as well as the credit side of the picture.

Having given you the one side, I want now to turn to the other side of the ledger and let you take a look at it. First of all, even though we have not been able to get a level production program put into effect and even though the Commission has failed to take any action on the hearing held last spring, our people are practically the only eastern milk producers north of Washington—or south of New England—who have suffered no price decline whatever within the last 12 months. Had the decreases proposed last spring at the hearing been in effect for only four months Mr. Willits calculates that the losses to producers in this territory would have been in excess of a million dollars in cold cash.

Prices Held Last Spring

It might be said that Inter-State does not deserve the entire credit for the fact that this price has been maintained. Certainly, last spring in making a case before the Commission, Inter-State was ably assisted by the other producer groups in the field. Likewise, whether we are irked or not by the delay on the part of the Commission in failing to reach an ultimate determination with respect to the facts laid before it, the Commission did, through that very delay, refuse to lower prices to producers.

Also, even though our buyers in this market put everything they had into a case for the reduction of the producer price, it must be said to their credit that this was done on a factual basis and without bitterness and that after their case was presented, they generally continued to take all the milk of their producers, at a time when failure to do so might have had a telling effect upon the Commission's deliberations.

However, the facts remain that Inter-State was the one to initiate a united action on the part of all producers in the market toward the presentation of a case before the commission which would give that body a sound basis for holding rather than lowering the price; second, that Inter-State insisted all the way through that the hearing be kept on a factual and friendly basis; third, that in spite of delay Inter-State maintained a position of patient support of the Commission; fourth, Inter-State worked to the fullest extent with its buyers of milk to the end that each might perform his proper function with a minimum of difficulty for all; and finally, that Inter-State did expend a considerable amount of its own money and in addition moved many tons of milk during the season in an effort to keep the market right side up. Incidentally, I want to emphasize that in the moving of this milk Inter-State in every case accomplished that movement without in any way interfering with the customary operations of its cooperating buyers.

In the matter of holding this producer price I wish to reiterate the fact that much more was involved than any mere presentation of a case before the Commission, and these other factors took infinitely more time than did the preparation of a brief or any plan of procedure before the Commission. It must be remembered that since last year five receiving stations within our milk shed have been closed. At each of these stations a large percentage of producers were Inter-State members. At each of them it became Inter-State's job to work out with the owners plans whereby the milk might be moved directly to the city, or, in one instance, to another receiving station; in a fashion which would cause a minimum of confusion, difficulty and loss to both the sellers and the buyers of the milk.

Plant Committees Active

I should like to go on record in full appreciation of the splendid work done by the plant committees in every one of these cases, and say also that we are not ungrateful for the cooperation generally received at the hands of our buyers in these changes.

In addition, during the entire year, it was necessary under the arrangement had with the Centreville people to manage and operate their receiving station in a business-like fashion and here an entirely new job was faced by the Cooperative. I must confess, now the year is over, that this new project did not present a rosy picture to any of us facing us as it did with last year's unprecedented supplies of milk on every hand. However, again be it said to the credit side of Inter-State that not only was this plant operated but it was well and efficiently operated. I want to remind you here that in this affair the Centreville producers have been obliged to submit themselves, not to one or two, but five separate and distinct sets of sanitary requirements. My own feeling, incidentally, is that this project is probably the greatest asset, intangible though it be, which Inter-State has on its books. Now that the milk is again in fluid channels, I believe we can look back on it as a problem which, without exception, has been reasonably and honorably approached, a burden which has been cheerfully borne and an experience which has been helpful and revealing to us all.

As one looks at the entire picture, I believe that Inter-State can with full

Debits—Credits—Plans

modesty say that it made by far the major contribution toward the maintenance of our price structure this last year.

Next, and of great importance, Inter-State has wound up a year in which every guarantee to producers has been fulfilled and, in addition Inter-State has maintained its prestige within the territory as well as the respect of the people who do business with it. These are intangible values which no accountant can set up on any set of books but nevertheless they constitute assets of infinite proportion and can well be listed on the credit side of the books.

An Understanding Membership

Finally and chiefest of all our assets, in my judgment, is a membership which generally, I believe, is second to none in the United States in the completeness of its understanding of the Cooperative's aims and in the loyalty of its support of its organization. I have just completed, as you know, a couple of months of almost nightly attendance at local meetings, and I have been deeply impressed with this fact. Few of our people are completely satisfied, nor should they be, but most of our people are understanding and appreciative of what they have accomplished through their organization.

Summarizing the ledger account as a whole, it comes to this. Inter-State's program for the last year shows certain things yet undone. On the other hand, Inter-State's program for the last year does show a membership which is loyal and understanding and a membership whose bank accounts have suffered less scars from the attacks of low prices than have any of their neighbors; while the market in which it operates has continued, far from perfect, but at that more fortunate than most.

Having struck an accounting up to the present time, it seems to me that it is well to give some consideration to what may be ahead of us in the future. I am neither prophet nor son of a prophet and my guesses may be all wrong but here are some of the problems with which we may be faced before we come together again.

The Future of Control

First, we will probably be met with the demand for changes in our present milk control law. When the Supreme Court last summer upheld the right of producer referendum in the matter of milk control there was finally established a principle for which producers have been working ever since control first began. You will recall that last spring Inter-State very strenuously opposed a milk control bill which was introduced before the legislature and did this for two principal reasons:—first, the proposal substituted permissive control for mandatory control at a time when permissive control was still without Constitutional standing and second, the proposal had written into it certain statutory limitations, particularly in reference to equalization, which appeared altogether too inflexible for this market. As I have said, this question will undoubtedly arise and while I am not prepared to say what position Inter-State will take at that time, of this I am reasonably sure—Inter-State membership will insist that it oppose any type of legislation which will contain statutory provisions of such inflexibility as to preclude this or any other market within the Commonwealth from continuing such reasonable practices as it has followed in the past or from initiating such changes as may be required in future. In other words, quite apart from the question of producer referendum, any changes in the milk control act must broaden, rather than narrow, the possibilities for marketing milk.

At the same time there will undoubtedly come up the question of whether the

establishment of resale prices is to continue mandatory under milk control. Here again I am reasonably certain of only one thing, which is that, unless Inter-State can continue without embarrassment to devote itself to the matter of producer prices exclusively, it may be driven to the point of insistence upon the elimination of all resale price control.

I want to make an observation here—whatever else may or may not be done with milk control, we must see that any future changes must work toward a more complete and accurate reporting of purchases and uses on the part of all dealers and a more complete and accurate enforcement of the laws established. We dare not permit control to be used as an umbrella by those factors in the market who do not customarily practice the legally established purchase and resale policies of the territory in which they do business.

Expand Our Milk Market

Next—in connection with the inspection question which was raised earlier in this paper, and aside from the slow job of obtaining uniformity of requirements I believe Inter-State will be definitely faced with the necessity of a general clarification of the sanitary requirement question. This needs to be done not only in our minds but in the minds of our consumers and the minds of our constituted authorities as well. We must, first of all, make up our own minds that we are going to produce better and better milk. Unless we do so the one big market yet pretty much unopened for the American dairyman will forever remain closed and by that I mean the beverage market for milk. So far we have sold milk largely as a health food. The beverage market, however is hardly scratched. We must make up our minds to scratch it and scratch it deeply. But to do this our milk must constantly improve in flavor and decrease in foreign-substance content.

Second, and this is a long-time program, we must convince the consumer by the taste and flavor of that milk, as well as by advertising, that we have not only a health food of the first quality but an outstanding beverage as well which he will want to drink in preference to other beverages.

Finally, and this is probably the most immediate of all three, we must convince the proper authorities that it is not our desire to see sane health requirements for milk done away with. Our officials, I believe, are honest and trying to serve us well but out of the confusion which I mentioned earlier in this paper some of them, I am afraid, have reached the conclusion that we as producers do not want any health regulations, and this, as I have said, is a false impression.

Greater Unity Developed

In addition to these, there are some other more intangible "musts" which face us. We must watch ourselves that sectionalism is kept out of our minds and thinking. I am convinced that it is on the way out in this market. I have seen our Cooperative in a year of unprecedented difficulty, fulfill its contracts where a good portion of the losses were at a single point and do this without complaint. As a matter of fact I think that the expenditure of money on the part of every producer of Inter-State last year to the end that its guarantees might be maintained and that the milk of one group of producers under no circumstances should be thrown loose on the market, has done more to do away with sectionalism and make for true cooperation than anything which has happened in our history. I also believe that any man who does business with Inter-State has more respect for the organization for having so honorably

carried out its obligations in this instance.

I believe that the big job of this next year is going to be to work toward a larger membership among the buyers in our market and this is not a job which can be done by the fieldmen nor the office, nor the directors alone.

Unselfish, Voluntary Work

As you know this is the time of the year when the Red Cross is busy all the way from Maine to California, and there is a very impressive thing about the Red Cross to me. The Red Cross, which is probably the most vital social agency we have at work in the United States today, is supported in its membership by the labors of those members who are unpaid. In other words, Red Cross goes ahead and is a living force of service in this country as a result of the voluntary work of those people who believe in Red Cross.

The same holds good for Inter-State—the work lies with you and I should like here to make an especial appeal to you men who are its delegates, that everyone devote yourself as you have never devoted yourself before, to the preservation, continuance and growth of your Cooperative. These are serious times for agriculture—more serious than many of us realize. In our highly organized economic life it appears to me that the way of the dairy farmer will be along one of two paths in the next decade. Either the producer of milk will strengthen his voluntary, Cooperative type of organization to the end that he secure his proper share of the consumer's dollar, or he will swing to that system presently known as the union type of organization. I question whether our farm people are either by nature or by environment suited to the latter and certainly the type of organization we have, with all of its imperfections, offers as nearly a complete independence as is possible in the world we live in today, in which organization and organized effort mean so much.

Backbone of Liberty

This brings on another final observation on which I feel keenly. If our nation in these troublous times is to continue a democratic government, responsibility for the ideals necessary to preserve such a democracy will largely come from our rural sections. The very essence of a democracy hinges on individual liberty, but that must be liberty of a type which does not destroy the liberty of others. Defenders of such a liberty can be grown only in the old-time unit of the home. Do away with it and its attendant influence, as we have done too far already in our urban centers, and there is taken the first step toward the totalitarian state. Keep the home in America, and by the way, that home must have ideals of a proper sort, and there will continue to go forth into our national life citizens who will insist and demand that right count quite as much as might in the national system of things. Keep the proper balance between right and you keep democracy. Thus it seems to me that much of our entire national life hinges on the preservation, in a reasonable degree of prosperity, of those thousands of home units which still exist on our farms. Here class feeling still is an abstraction, here honor and dishonor still are more the measures of men than are wealth and poverty—here people still believe in God. Here—imperfect though that thinking sometimes may be—man still has time to think his own thoughts. We must preserve this for America.

Hobbles: "My wife got me a box of cigars for a Christmas present. But I'll get even with her."

Gobbles: "What will you do?"

Hobbles: "I'm going to select her next hat."

The Secretary's Report

By I. Ralph Zollers

MY REPORT as Secretary-Treasurer covers the period from September 1, 1938, to August 31, 1939, which is the fiscal year of the Cooperative.

The Board of Directors met on November 18, 1938, for re-organization purposes. This followed the announcement of the election of the directors in those districts in which the term of the director expired in November, 1938. The directors' terms expired in seven of the districts, in five of which the directors were re-elected and in two districts new directors were elected.

At this re-organization meeting the following officers were elected: President, B. H. Welty; Vice President, A. R. Marvel; Secretary-Treasurer, I. Ralph Zollers; Assistant Secretary, H. E. Jamison; Assistant Treasurer, Frank P. Willets. The directors then elected the Executive Committee as follows: Kenzie S. Bagshaw, Ralph E. Bower, Chas. R. Hires, Jr., J. W. Keith, J. D. Reynolds, B. H. Welty, and Howard W. Wickersham. The Executive Committee met and selected Howard W. Wickersham as their Chairman.

Meetings Well Attended

The Board of Directors held seven regular meetings and one special meeting since the 1938 Annual Delegate Meeting, during which time the Executive Committee also held seven regular meetings and two special meetings. The attendance at both the Directors and Executive Committee meetings was nearly 100 percent. The regular meeting time for the Board of Directors was the third Thursday of odd numbered months, and the Executive Committee met regularly on the third Thursday of even numbered months. Most of the Board of Directors meetings during the past year required two days in order to permit full and free discussions.

The number of accepted marketing agreements on August 31, 1938, was 8,471, while on August 31, 1939, it was 8,446. During the regular withdrawal period, which is established by the by-laws as February 1 to 15 of each year, requests for withdrawals were received from 237 members. Before April 1, the effective date of such withdrawals, 45 of these requests were recalled by the members making them, leaving an actual cancellation by request of 192 members or less than 2.3 percent of the total member-

ship. A number of these men asking cancellation at that time were no longer producing milk and, therefore, could have withdrawn without waiting for the regular withdrawal period.

The Cooperative redeems at any time during the year the stock certificates of those members who have gone out of the dairy business. Following out the provisions in the by-laws that a membership may be cancelled after the member has been paying no commission for 12 consecutive months, more than 800 such inactive memberships were cancelled during August and September and the stock certificates of those members were redeemed.

Work of Locals

There are 113 active locals in the Cooperative at the present time, each with 25 or more members. There are three fewer locals than last year due to the fact that membership in several locals dropped below the required 25 members and, upon authorization of the Board of Directors, some of the locals were discontinued, the membership in such cases being transferred to another local in the same district.

All of these locals have held annual meetings during the past two months, these meetings really constituting the true annual meeting of the Cooperative. At these meetings the locals elected their local officers, and delegates. The total number of official delegates elected by all locals is 140. In some of the districts the locals held combined meetings. The discussions at all meetings were timely and instructive, many of them were attended by officers of the Cooperative. We again urge that every local hold three or four meetings during the year and, especially, that a meeting be held during the next few weeks in order to give a report of this delegates' meeting.

The terms of directors in eight districts expired this year, (1939), and in each of these districts the delegates met and in each instance re-elected the old director. Following are the names of the Directors who were re-elected, each for a three-year term and the district that each one represents:

- District 2 — Frederick Shangle
- District 6 — Fred W. Bleiler
- District 11 — E. M. Crowl
- District 16 — M. L. Stitt
- District 17 — Joseph S. Briggs
- District 20 — Kenzie S. Bagshaw

District 22 — A. R. Marvel
District 26 — D. E. Witherspoon

The resolutions passed at the last delegates' meeting were carried out as nearly as possible by the officers of the Cooperative. In some instances, however, the intent of the resolutions has not yet been fulfilled but the Directors, officers and employees have been working on these matters and are endeavoring to carry them out, having worked on them at every opportunity.

Added Activities

At the present time the Cooperative is issuing milk checks to those members whose milk is sold to five different dealers. These dealers pay the Cooperative for the full value of the milk and render a statement for each producer's deliveries and butterfat tests and the Cooperative sends complete statements and the checks to the individual members. In certain cases it was necessary to take over this work because of financial difficulties of the dealer. We hope that, as time goes on, the Cooperative will take over this responsibility with more of its members.

The monthly financial report of the Cooperative was submitted to and has been discussed by the Board of Directors and Executive Committee at their meetings. The annual financial report of the Cooperative has been mailed to all members, this being sent with the notice of their local meeting. The report was discussed and explained at that time and, therefore, unless there are questions at this time I will not go into any details of the financial report.



Janet Ardelle Keene and "Giddy Girl" are good friends. Prize goes to Mrs. Harry G. Keene, Quarryville, Pa.

The Review and Its Job

By H. E. Jamison, Editor

THE ONE METHOD of regularly getting information about your Cooperative and your milk market to each and every member of the Cooperative is through the Inter-State Milk Producers' Review. Not only is each member of the Cooperative a subscriber but also included are those producers who have applied for membership but, for one reason or another, their applications have not yet been accepted. The long established policy of sending the Review to county agricultural agents, vocational agriculture teachers, cow testers and others who are in frequent and regular contact with our members and other milk producers is being continued and we are also sending the Review to the buyers of our milk.

As you know, the Review is financed primarily through the 50-cent per year subscription price authorized in each producer's marketing agreement. In addition a few unsolicited cash subscriptions are obtained each year and additional revenue is obtained through advertising. Any additional cost above receipts is considered as an operating expense of the Cooperative.

In 20th Year

Next May your Review will start its twenty-first year and during this entire period its editorial columns have been devoted to helping producers in the Philadelphia milk shed through the dissemination of facts and information about the markets and market conditions where we sell our milk and about the work and activities of your own marketing organization—this Cooperative. For almost 17 years it was published by the Inter-State Milk Producers' Association and since late 1936 by the Inter-State Milk Producers' Cooperative, which you delegates and members represent here today.

An analysis of the editorial matter carried in the Review over a several-month period shows that approximately 85 percent is compiled or written especially for the Review mostly right in our office; approximately 5 percent is reprinted from other publications, while the remaining 10 percent consists primarily of news releases from our agricultural colleges and the United States Department of Agriculture.

What It Contains

Breaking this down further, we discover that about 14 percent of the editorial matter covers activities of your organization; another 14 percent consists primarily of statistical information, principally prices and classification percentages. Other important divisions of the editorial matter include market conditions, 8 percent; secondary markets, 4 percent; women's interests, 6 percent; milk production and quality control

problems, 7 percent; conditions in other markets, 4 percent; dairy problems of national interest, 6 percent; with 4-H club work, level production, Dairy Council activity, Local activities, fillers and miscellaneous constituting the remainder of the editorial material.

During the past year we have continued the policy in handling the women's page of obtaining articles from extension specialists in the states of our milk shed. We have had, in the past year, articles from seven writers in three states and, in addition, one article was copied from "News from Farmer Cooperatives" published by the Farm Credit Administration. We feel that this type of material has been well worth while and it avoids duplicating the fields usually covered in the women's pages of our farm press. It is also our hope in the future to give more attention to 4-H and Future Farmer activities.

Cover Pictures

The policy of using an illustrated cover page has been continued and reports indicate that this feature is well received. This has been varied in a few instances by placing on the front page, in large bold type, items of special or timely interest.

In the management of the Review, attention given to advertising and to revenue from that source must be distinctly secondary to its editorial content as shall be explained shortly. It has not been practical with the tremendous amount of general work that must be done, in and out of the office, aside from Review activities, to devote much time to advertising solicitation. Right there, however, is where the membership can be of great help. Patronize Review advertisers and tell them that you saw the "ad" in the Review. When an advertiser can trace inquiries and sales to the Review he comes back with more and better advertising orders, all of which will help to that extent, the total income of your Cooperative.

Incidentally, we have had occasion

again during the past year, as a protection to Inter-State members, to reject advertising of unknown reliability.

We shall continue to do this, whenever advertisements are submitted which do not meet our standards.

You are all interested, I know, in the editorial philosophy of the Review, the background of policy which compels us to make everything else secondary to the immediate job at hand.

We use the Review as a means of selling our good will, selling it first of all to our members and secondarily but also of great importance, selling it to our buyers and the public in general. Good will is that intangible asset that cannot be put in a bank, or stored in a warehouse, or hauled to market in a truck. It is what the other fellow—all the other fellows collectively—think of a business—in this case your Cooperative.

A Good Will Salesman

In our Review we strive to sell that good will by making others think well of us—respect us and be willing and glad to do business with us. True, the Review does not do that alone, it has help from every Director, officer and employee as well as from thousands of good, straight-thinking loyal members and other friends.

We sell that good will by giving facts and we are careful to avoid propaganda or to appeal to emotions and prejudices. In the final reckoning, when we have a worthwhile job to do—and we do—we must appeal to reason and logic, for every friend won on that basis remains a friend of the organization.

That this policy bears fruit is evidenced in the results of an attitude survey conducted by Pennsylvania State College, in which it was discovered that a very large proportion of members gave their Review as a reliable, and in many cases the first, source of information about the milk market and their Cooperative.

"You look all in today, Bill. What's the trouble?"

"Well, I didn't get home until after daylight, and I was just undressing when my wife woke up and said, 'Aren't you getting up pretty early?' In order to save an argument I put on my clothes and came down to the office."

F. P. Willits, Jr., Statistician Tells the "Why" of Figures

WITH THE REORGANIZATION of Inter-State, a statistical department, known as the "Market Information Department" was established, the primary function being to maintain statistical information necessary for the sound marketing of members' milk. This data deals not only with local production and consumption figures and related information, but information on a national scope, including production costs, economic conditions of the buying public, dairy products prices and supplies and many other related conditions.

The Cooperative has continued to develop the more or less detailed data of monthly deliveries per shipper. This embodies the issuing of

monthly report forms to distributors and the transcribing of production information returned on these forms onto the permanent records. Since the establishment of the reserve fund, however, this procedure is carried one step further and the monthly commissions paid by each producer are recorded on the permanent cards which have now become part of our bookkeeping system and are held under lock and key. We can tell almost without exception the amount of commission paid by any member and in time we will know the amount of unexpended reserve that each producer someday will be eligible to receive.

Prices and price reports are assembled by the staff and price reports are issued periodically so that comparisons may be made. This reporting, both through our monthly report and through the "Review", is done in an effort to acquaint each and every member of Inter-State with actual prices and market trends.

Many Uses for Data

The statistical material collected by the Market Information Department is used in many other ways than just in price reports. With the advent of milk control by government agencies, the necessity for a working knowledge of and complete statistical information on the market became an actual necessity in order to interpret the facts intelligently and present the producers views so far as their milk market is concerned. No doubt the possession of complete information and its use before milk control boards and commissions has paid the producers dividends many times greater than the cost of administering the entire organization, let alone the Market Information Department. With this background of statistical information this department of Inter-State has been able to present intelligently to our control agencies the producers' views on prices and market needs, which information is available to such agencies in establishing fair producer prices.

Many times during the past year this department has been called on to attend hearings and board meetings at which our data has been beneficial. It has been much less embarrassing to be able to talk with an actual knowledge of the market rather than in generalities and therefore to make suppositions.

Market Reports

Market reports appear regularly in the Inter-State Milk Producers' Review. In these reports there is a thorough discussion of local and national conditions so far as supply and demand for milk and milk products is concerned. Data on trends of production, consumption, storage holdings and prices of manufactured dairy products and of dairy feeds, are summarized and put at your disposal. This information likewise is used at local producer meetings and in government reports. A surprisingly large number of persons, both Inter-State members and others in and beyond our milk shed, write to your organization for information. Not only is all this information currently useful, but it plays a very important part in historical research and in forecasting long-time trends.

Issue Milk Checks

Another activity of the department has been the issuance of nearly 500 milk checks to members each month. In these instances the distributor pays the Inter-State and the Inter-State pays the member. This method of payment is one additional means of bringing about a closer relationship between the producer-member and the management of his organization. Also authorized claims against the reserve account are turned over to this department, the details checked, and checks issued. Some months these claims amount to several hundred, depending upon the circumstances of the case and the season of the year.

One of our duties this past year has been to supervise the operation

of the producer-owned receiving station at Centerville, Maryland. This operation has taken much time, not only in supervising the direct operation of the plant, but in finding a market for that milk, which was done this fall, and in working out the details for its sale.

Our department with the aid and assistance of the field department and officers of the Cooperative has had a very new and interesting experience in an attempt to keep excess supplies of milk moving into regular market channels. Most of you recall that beginning early in the spring of 1938, milk production in this market was in excess of regular fluid needs and many producers were faced with layoffs or curtailment of shipments. These excesses caused considerable agitation for reduction of all price schedules. The management of your organization felt they had had an obligation in attempting to find new outlets for these excess supplies and in most cases did work out individual programs that kept the milk moving, which procedure resulted in a stable market in spite of the unusual conditions.

Finding Markets for Excess

We have continued to follow the program of helping dispose of excess supplies and have developed many local manufacturing markets that were previously supplied with milk from outside our milk shed. We feel that by following this new practice we have not only developed new outlets for the excess milk of our members but have contributed to an improved quality of product made by these manufacturers.

When the condition of the dairy markets of a year ago is compared with the present, you can see why we have had tremendous amounts of excess milk to move and why in many cases manufacturing markets have been hard to obtain.

As we look at our local dairy picture we must remember that this milk shed is not isolated and protected from outside competition. We must observe the law of supply and demand, not only as it may affect us locally, but as it affects all those within the borders of this free country. So let us look at the national picture.

The number of milk cows on farms January 1, 1939, was estimated to be 1 percent greater than a year earlier. It is forecast by the United States Department of Agriculture that there will be a further increase of 1 percent by January 1, 1940. This trend, however, is about in line with the population increase and because of the general upward trend in production per cow, milk production per capita has shown a slight increase.

Forecast More Dairy Cows

We are experiencing a considerable increase in the number of heifers and heifer calves being kept for milk, with about 5 percent more in 1938 than in 1937 and another increase of 4 percent in 1939 over 1938. With a general improvement in the physical condition of cows, due to elimination of diseased animals, especially those showing evidence of Bang's disease and mastitis, and with normal production conditions, we can expect an even greater production per cow than was witnessed during the period of peak production of last year.

On the other hand, market conditions appear much better than has been the case

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Making Folks Want Milk

C. I. Cohee Gives Dairy Council Report

IN APPEARING before you delegates and members of the Inter-State Milk Producers' Co-operative to report on the activities of the Dairy Council, it would seem first that I should report on the stewardship of your funds entrusted to the Dairy Council for the purpose of advertising and increasing the sale of your product—and, second, should bring to you for consideration any observations or thoughts that we of the Dairy Council feel might affect the sale of your product.

I vision the Dairy Council as being in much the same position as an advertising department or agency employed by a large corporation. Such an agency should be expected to justify and explain the use of advertising funds to further the sale of the product advertised, and, while not responsible for the policies of the corporation which it represents, should bring to the attention of its employers any matter which, in its judgment, affects sales.

You as producers of milk, have obligated yourselves to certain commitments to provide funds for promotion work. Your milk may be sold in the major market of Philadelphia, or in any one of the secondary markets covered by the Inter-State Milk Producers' Co-operative. The Dairy Council, of course, covers important markets throughout the entire Inter-State district, and the additional market of Johnstown, which lies almost entirely outside of the Inter-State territory. Within the markets served by members of the Inter-State, with the addition of the Johnstown area, we estimate that there are four million consumers. Our problem, therefore, must be first approached from the standpoint of the medium which may be used to reach most satisfactorily the largest possible number of these consumers in the most adequate manner. Any advertising program or educational program, then, must be submitted to four acid tests. First—how much does it cost per person reached? Second—what proportion of this vast consuming group consisting of four million people will it reach? Third—how effective will the story be to the consumer? Fourth—what competition will this sales promotional program encounter from the advertising of other food commodities?

Reaching the Public

Important sources for reaching the public with any advertising program are newspapers, billboards, radio, and group contacts. Without a doubt these are effective, the degree depending upon space, position, time, and similar factors, including especially the amount of money available.

How may a good advertising program be presented effectively with a limited budget? By "effectively" I mean in such a way as to create a definite thought of need or desire for the product on the part of the consumer. Experience

indicates that constant repetition is essential in building up in the minds of consumers a desire for the product. This is particularly true where the common media of newspaper, billboards, and radio are used for advertising purposes. Constant repetition of the value and virtues of a product eventually lead to sales. This method is expensive however, and can usually be adapted only to products which have a generous margin of profit. And also, newspapers, radio and billboards are used so extensively that the competition for opportunity to tell the story is great.

Educational Field

For these reasons, the Board of Directors of the Dairy Council have for the past nineteen years deemed it wise to confine the Council's promotional efforts very largely to the educational field. First, because of the limited money available. Second, because competition from other advertisers in this field is not so great.

That we may look forward to more competition from other industries in educational channels, is indicated by a feature article in the November issue of "Advertising and Selling", a publication devoted to modern development in advertising policies and techniques. It states: "Over 30 million children filled the seats of the public schools this year and of these, 7 million are high school students. It has been conservatively estimated that the buying power of this high school group is \$100 per pupil—some seven millions of dollars will be spent by them this year. More important, they are the spenders of a few years hence, and it is desirable for advertisers to form favorable impressions with them".

A Modest Budget

From the standpoint of cost, it might be interesting to review for a moment the amount of money that has been received by the Dairy Council for its promotional work—bearing in mind always that this money must be spread out so as to reach as many of the potential four million consumers as possible. We are giving you in round figures the amount received by the Dairy Council in the years ending:

1930	\$147,000	1935	\$100,000
1931	150,000	1936	95,000
1932	144,000	1937	88,000
1933	127,000	1938	84,000
1934	128,000	1939	84,000

So that over a ten year period there has been



Curtis I. Cohee, President, Philadelphia Inter-State Dairy Council

approximately \$115,000 per year available for promotion work.

In 1938-1939 there was a further reduction of Dairy Council income due entirely to the fact that the Wilmington, Delaware, market ceased contributing to the funds of the Dairy Council.

One reason for the type of program that is pursued by the Dairy Council is the fact that not sufficient funds have been available for consistent use of newspapers, radio, and other forms of promotional advertising. However, \$115,000 is a tremendous amount of money and its spending should be safeguarded to assure value received for every dollar spent to maintain and promote increased milk consumption.

Since it has been determined that an educational program offers the best field for promoting the nutritional value of milk, there remains the problem of just how to proceed through educational channels to procure the greatest results per dollar.

Use Voluntary Workers

The program of the Dairy Council has therefore been directed toward providing the igniting spark or incentive for thousands of voluntary workers in order that they may in turn carry the message of the importance of dairy products to others in the field of consumers. We, ourselves make no attempt to teach such a program in the schools because this is definitely the teacher's job. We do attempt to demonstrate graphically to the teacher how she may present to her pupils in an attractive manner a vital health educational program. We leave with her the necessary literature, charts, directions and outlines of projects so that she can refer again and again throughout the school year to the Dairy Council material placed at her disposal.

In practically every field of endeavor to which our staff goes, this same procedure is followed—that of creating the desire on the part of someone else to carry out the thoughts and messages that we bring to this selected group.

The important facts to be considered are not the 2,810 meetings held by members of the Dairy Council staff, or not the 340 cooking demonstrations held, or any of the other numerous activities of our staff, such as the giving of plays and lectures. The

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Taking the Co-Op to the Members

Field Work Described by I. Ralph Zollers, Director

IN THIS REPORT I shall give you, briefly, some of the activities of the Field and Test Department during the past 12 months. I feel this is one of the most important departments of the Cooperative, because it is through our Field Representatives that the membership, as a whole, gets personal contact and first-hand information about their organization. Also, the members, when they encounter trouble or difficulties in their milk market, rely to a great extent upon the Field Representatives in their respective districts for help.

I want to repeat again what I said in my last year's report, that the Field Representatives are oftentimes called upon to assist our members, not only during regular working hours but are contacted evenings and on Sundays and holidays and are always willing to extend help when necessary.

Our Cooperative employs nine full time representatives and one part-time representative. In addition to these, in two of our secondary markets, namely Trenton and South Jersey, the market managers are also responsible for the field activities with the exception of butter-fat testing. In both of these markets the managers are on a part-time basis. With these two market managers, the Cooperative is represented in the field by twelve men.

Check Testing Results

One of the important services rendered by the field representatives is the checking of butter-fat in the composite samples of milk on which your milk payment is based.

During the past fiscal year, check-tests for butterfat were made on 49,170 composite samples. We aim to check-test composite samples at each milk plant at least six times a year. During the year we found 235 variations greater than the Babcock test laws allow which is two-tenths of one percent, either up or down.

In all instances where such variations were found, the corrections were made by the buyer of milk before payment, or an adjustment was made after regular payment was made.

In addition to checking the composite samples at the milk plants, our representatives also check and test the accuracy of the weigh scales. Samples were checked for butter-fat content and scales were tested for accuracy at 106 different receiving points during the year.

Butter-fat tests were made on individual cows in 378 herds. This herd testing service gives the member an excellent check on the butter-fat test of the milk of the individual cow and also provides the means of checking on the accuracy of the samples taken at the buyer's milk plant.

During the past year we tested many cows for the presence of mastitis or other udder trouble. We have helped many of our members find the cause for rejected milk and, after finding the cause, helped them work out the means of eliminating the trouble.

Activities Are Many

In instances where our members have been dissatisfied with their milk market, efforts were made to secure more satisfactory markets and when possible, such a program was worked out.

153 Local meetings, in addition to many District, committee and educational meetings were attended at various times throughout the year.

Each of the 12 men is assigned a definite territory in which he is responsible for the field work. However, in several instances during the year, because of special work necessary in certain districts, assistance was given to those districts by one or more men from other districts.

Whenever a man leaves his district, even temporarily, the office remains in close touch with him so that he can be informed if for any reason he should be needed in his own territory.

All of our Field Representatives and Secondary Market Managers have been working for the Cooperative for more than a year and we hope that each of them has made himself acquainted with each and every member in his district. However, if any of them have not, I hope those of you who have not yet become acquainted with the Field Representative in your district, will make it a point to do so at your first opportunity.

Secondary Market Work

The five secondary markets in the Philadelphia milk shed have been operating during the past year under practically the same program as in previous years. These markets have had a very successful year of operation and, due to the close contact that the secondary market manager has with the main office, the markets have had very little "homeless" milk to dispose of.

I believe that every territory in the entire Philadelphia milk shed had some members that were deprived of their milk market, or were faced with temporary lay-offs, and for whom the Cooperative was called upon to find new markets or make special efforts to restore their old markets. In all but a very few instances the Cooperative was able to get another market satisfactory to the producer. In the few cases where the Cooperative could not secure a market, the producer's milk income was not lost or reduced because he was taken care of through the reserve fund of his Cooperative.

During the past year a number of receiving stations were closed, requiring working out new arrangements for the movement of that milk. The job of arranging for this transportation and working out economical hauling rates on this milk, fell largely upon the field representatives in the affected area.

In spite of tremendous demands on their time for emergency work, our field representatives signed up 371 new members during the year. We hope during 1940 we may have an even larger sign-up. In many instances considerable time and effort was required to convince these new members of the advisability of joining the Cooperative. This work of signing up new members can be made very much easier for the Field Representatives by the help of the present membership in informing non-members of the advantages of membership in a Co-operative.

This department has also helped the office in keeping the membership lists of the Cooperative free from inactive members. If and when a member goes out of the dairy business, we immediately offer to transfer his membership to whoever may be taking over the dairy business or to cancel his membership and redeem his stock.

14,000 Farm Calls Made

At last year's meeting we discussed with you and told you about the experiment of determining the butter-fat test on the basis of three fresh samples each month. This plan is being followed successfully by some Cooperatives. On the basis of these tests we also believe this plan is good but in order to make payment for milk based on tests our Babcock test laws must be changed. A bill to that effect was introduced in the New Jersey legislature but was not put through. Because local conditions made it inadvisable to attempt at this time to amend the Babcock test laws in Pennsylvania or Delaware, we made no effort to do so.

During the past year, representatives of this department made over 14,000 farm calls. These calls, of course, were for various reasons such as following up test complaints, rejected milk, slow milk payments, etc., over 2,000 of them being made for the purpose of signing up new members.

It is the aim of the Cooperative to contact as many of the members as is possible, not only those who are in trouble or probably are on the verge of losing their milk market, but to call on our membership to give them information and advice about their market and their Cooperative.

May the next year's slogan be "Every member get a new member and be a good Cooperator."

Quoting from Farmers Equity Cooperative Creamery Association's annual report: "Alone, our work is of little worth; Together we are lords of earth: So its all for each and its each for all, United stand, divided fall."

If a dairy cow were considered a market for the silage, hay and grain that she consumes, no cow that would not pay for it would be allowed to make a purchase.

To err is human—to admit it is not.

Doing the Legal Work

By A. Evans Kephart, Counsel

MR. CHAIRMAN, delegates, and members of the Cooperative. Last night at the Board of Directors' meeting one of the directors said that he had been asked by the membership of his local what advantage the Cooperative was. Now that certainly is a basic, fundamental and important question, and while I am not going to answer in full I am going to try and tell you what advantage the Cooperative is to its members, as that advantage relates to my legal activities in the Cooperative. I think you will see what I mean as we go along.

You men are the leaders in your various localities—you have been elected delegates—and it is your duty to carry back any message that you get here and inform the membership of your locals just what advantage the Cooperative is to them and what advantage its officers and employees are to them.

You have heard a lot about that already this morning from the preceding speakers and what I say will tie in with much of what they said to you. What I have to say will probably not tie in with the Field and Test Department, as they do not need legal advice very often. It will not tie in with other advantages members get which are in the same category.

Legislative Work

The first thing of a legal nature in the past year was to attend to the legislation in the various states and you heard something about that already from Mr. Welty. If you did not have an organization like this, and each organization like this did not get together with other similar organizations, you would not have gotten \$1,400,000 to take care of cows that are condemned due to tuberculosis and bangs disease. Now that is something that touches each of you because the State would probably have a right to condemn those cows and pay you nothing if it wanted to, and the fact that it can make some contribution to eliminate infected cows is of benefit not only to those who have infected cows, but to all the rest whose cows may become infected unless the diseases are eradicated. Maybe \$1,400,000 is not enough, but at least it's that much and we had a hand in helping to get it.

The Cooperative has done a lot of work and spent considerable time on the Milk Control Law. As you know, that effects every one of you. If the present Milk Control Law had been repealed, or a new one passed and suspended on constitutional grounds, and the dealers could have done what they wanted to do, namely, reduce the price of milk 2 cents a quart, passing the reduction to the farmers, approximately \$4,000,000 a year would have been lost. The Cooperative had pretty much of a hand in preventing that, not only from the legislative standpoint, but

in attending the Milk Control hearing throughout its complete session, which lasted about three weeks, and presenting statistics. If you had not had this organization to send their representatives to Harrisburg to fight for your interests and to send representatives to the Milk Control Board, you might have lost this \$4,000,000. Divide this among you and you will see it means quite a bit to each of you personally.

Another piece of legislation that we were successful in having amended was the Public Utility law. We have had territories from time to time that thought the hauling rate too high and wanted to do something about it. We tried to do something about it with the Public Utility Commission. That required that I go out to Altoona to a hearing which lasted all day long. About twenty producers in that territory attended and wasted their time, but the Public Utility Commission did not give us the desired relief. This same thing happened more than once. The law is now amended so that the Cooperative can make a contract with a hauler to haul the milk of its members without going to the Public Utility Commission.

We also attended legislative hearings in Delaware, Maryland and New Jersey.

Briefs and Hearings

In addition, at the Milk Control hearing we presented a plan for level production. That plan took a lot of time to draft. It was studied by a committee and the whole Board of Directors of the Cooperative. I think we spent at least six months in writing and rewriting it before we submitted it. We finally proposed a plan very suitable and presented it in detail at the last Milk Control hearing. Nothing has yet been done but, I believe, they will do something in the near future. I helped draft this plan along with the Board of Directors, and if it is put into effect it ought to help each of you.

Another function of the Attorney is to give legal advice when some dealer gets into financial difficulties or for some other reason lays off producers. We have had three or four situations occur in the last year or so, and they have not been limited to any one section of the territory. It has happened in Pennsylvania, in New Jersey, and in Maryland. You never know what section it may happen in next. Right now we have a new situation like that with a New Jersey dealer. His producers who are members of the Cooperative are going to be taken care of. His non-member producers won't fare so well. That is one thing that the Cooperative contract and the Coopera-

tive does for its membership, they stand back of them when they run into a dealer who becomes financially unstable or, for one reason or another, shuts off a group of producers.

Contracts and Reports

In connection with these situations that I have just mentioned, last year I told you about a somewhat similar one and about setting up a new Cooperative to take care of members who were effected. I just recently drafted a contract to sell and haul this milk to a fluid market outside the Philadelphia shed.

In addition, I have had to attend all the Board of Directors' meetings and the Executive Committee meetings and advise them, when they needed advice. I try to keep the Cooperative straight on taxing problems and the tax reports we must file in various states and with the Federal Government. There is always some problem or other coming up that one of the officers has occasion to call me about. They are just small things that time will not permit going into detail about. It is quite a job to take care of all legal problems that do arise in a year.

I have tried as briefly as I can to point out how my work has helped the Cooperative and how my work and the Cooperative's work have been of advantage to you and all the membership. I hope you can remember some of the things that have been said by me and the other speakers to carry back to your constituents so as to keep them informed that they are getting something for their membership in the Cooperative. They are getting a lot as a small Cooperative, and it is to their advantage to try to get more members so that there will be nobody riding free, and the Cooperative will grow bigger and stronger.



Bob and Richardson Hileman of Hollidaysburg, Pa., with their ponies. Picture sent by Tom Hileman.

"So you desire to become my son-in-law?"

"No, I don't. But if I marry your daughter, I don't see how I can get out of it."

He: "I want to know, once and for all, who is boss in this house?"
She: "You'll be much happier if you don't find out."

You can't tell a man's brain power by the size of his hat.

Dr. Hannah McK Lyons Honored At Meeting of Inter-State Women

WITH Mrs. A. B. Waddington as Chairman, the Women's Meeting of the Inter-State Milk Producers' Cooperative started off with the singing of America. There followed a few minutes reminiscence by the chairman about the fourteen years of women's meetings which had been held in connection with the Inter-State meetings. She then welcomed the guests present and asked for a silent prayer for peace.

Speaker of the morning was Dr. Ann Gray Taylor, Professor of Obstetrics at the Women's Medical College and Fellow of the American College of Surgeons. Dr. Taylor, well-known in her field throughout the state, and staff member of the Germantown and the Philadelphia General Hospitals devoted most of her talk to the necessity for prenatal care of the mother, one of the major problems of modern medical science in America today.

"Most of us have an axe to grind as we go through life," said Dr. Taylor, "and this is mine. 'I seize every opportunity to mention how important this feature of medical care really is.' Everything else depends on or follows the care of the mother before her baby is born. I cannot over-stress its value."

The speaker mentioned in passing, as indicative of the advances of modern living, the differences in milk production and distribution in the past few years. "Even types of milk have changed and gotten new names," said the doctor, "we now have Grade A, Grade B, and homogenized or soft curd milk, as well as powdered, evaporated, and other concentrated milks. And we must remember that, although babies must have milk, not every sort of milk is good for every baby. Allergy is the term of the hour. It means simply that we must take into account the fact that different babies react differently to different types of milk. In other words, they may be allergic to one kind or another."

Milk Proves Best

Dr. Taylor went on to say that a short time ago in Chicago, Dr. Roberts tried an interesting experiment with a group of children of six years of age. He divided them into three sub-groups putting them under observation for one year's time. To the first group he gave only an ordinary diet, and no milk; to the second, milk between meals; to the third, Vitamin D milk. At the end of the year, as is naturally concluded, those children drinking milk had grown taller and gained more in weight, in comparison with the first group. The study indicated that the difference would have been much greater, had the study been continued over a longer period.

Dr. Taylor added that milk was the best of all the supplementary foods of the diet, and gave also a few pointers on the care of young babies and very young children. "Avoid



Dr. Hannah McK Lyons

especially the overworking of the new food terms such as 'vitamins', she said in closing. "They have a tendency to cling close to the consciousness of thought and destroy their own usefulness by overuse."

"Making Folks Want Milk" was the title of the short address given by C. I. Cohee, President of the Philadelphia Inter-State Dairy Council. He stressed the broad, general program of the Dairy Council, its day after day repetition of the story of milk's place in the balanced diet—in health clinics, in parent-teacher meetings, in women's clubs, in factories, in demonstrations of all sorts. "Teaching the simple lessons of nutrition every day," said Mr. Cohee, "is the real, full-time job of the Dairy Council as it works toward its ideal and goal—an educated consuming public."

Council Work Described

Mr. Cohee was followed by Miss Mary Malley of the Dairy Council staff, who spoke about several of the highly specialized, so-called "window-dressing" demonstrations given by the Council's nutrition workers. She mentioned various styles of programs ranging from those which

require special equipment and extra planning to the many simple demonstrations given at health centers. At many of these only a single dish is prepared for the mothers attending, often at the suggestion and with the cooperation of the nurses present. This is usually a milk soup or dessert.

Some Entertainment, Too

Mrs. Elwood Treffinger gave a beautiful musical program as the next number, consisting of four songs—"In Luxemburg Gardens", "Morning", "Water Boy", and as an encore, "Mammy's Little Baby". She was enthusiastically received and her part in the entertainment made an extremely enjoyable interlude.

Afterward, Mrs. Waddington asked Dr. Taylor if she would say a few more words to the gathering and the doctor spoke a few minutes on the subject of diets and their possible injurious qualities. "Reducing diets," she said, "no matter how well recommended, are apt to run into danger zones, if not carefully watched. If you do diet, eat at least one regular meal a day, with plenty of fresh milk. This applies especially to young girls. And, by all means, see your doctor for a regular health check-up at least once a year." Dr. Taylor asked for questions and the meeting developed into an informal discussion for several minutes thereafter.

Welty Praises Work

B. H. Welty, president of the Inter-State, stopped in and, in his brief remarks, stressed the rightful interest of our farm women in the problems of the milk business. He also stated that "Our aim is to give the finest possible product at the fairest possible price." He added a few words about the work of Dr. Hannah McK Lyons, the honor guest of the luncheon to follow, and mentioned her great contributions to the Dairy Industry, especially as a contact person between the farm group and the consumers and the professional groups.

Dr. Lyons herself was then persuaded to speak for a few minutes. From her broad knowledge of many fields she chose to tell of her early days on the home farm, and of those many things which the farm bred person knows only too well. She also commented upon women's interest in the farm stating "What the farm woman can do to assist her husband and to spread this story of

(Please turn to page 22)

Resolutions Cover Wide Range

Delegates Discuss Policies

ALL RESOLUTIONS approved by the delegates attending the fourth annual (1939) delegate meeting of the Inter-State Milk Producers' Cooperative, held in Philadelphia, Pennsylvania, on November 28-29, are printed in full on this and the following page.

The first eight resolutions listed were developed from resolutions adopted at the Annual Convention of the National Cooperative Milk Producers Federation, held in Chicago, Illinois, November 15-17, 1939. The source of all other resolutions is indicated at the bottom of each.

EFFICIENCY OF PRODUCTION

Recognizing that efficiency of production, whether on the farm or in the factory, is essential to profit, we urge our members to give particular heed to their problems of production so as to attain the highest practical efficiency of their dairy herds. We urge especially that attention be given the quality of cows maintained on the farms and the various factors affecting the costs of feed for the dairy herd.

We recommend as a means of accomplishing this end, the use of better sires and expansion of dairy herd improvement association work, encouraging increased dairy work among 4H Clubs and Future Farmers of America, the use of information made available by our extension forces and other means of attaining more efficient production either through individual or organized effort.

DISEASE CONTROL MEASURES

We commend the far-sightedness of our Congress and our state legislatures in the appropriation of funds for the control of diseases of cattle. This program has reduced the incidence of tuberculosis in cattle to a minimum and great progress has been made in the control of Bang's disease.

We, therefore, urge the continuation of appropriations suitable for adequate regulatory work in the control of these diseases and also for an expanded program for the control of bovine mastitis, including research on this disease.

NUTRITION RESEARCH

We commend the work of the United States Department of Agriculture, of our state agricultural experiment stations, and the endowed universities of this country, in their research work on the food value of milk and milk products. We recognize also that the research performed by these scientists has not yet resulted in the discovery of all the hidden properties of milk, and especially of butterfat, which make milk and its products unexcelled as a food.

We therefore urge that these research agencies continue their studies on the nutritional value of milk and butterfat as compared with other foods, and especially other types of food fats, so that the consuming public may be made more fully acquainted with the inherent qualities of milk and its products.

SANITARY IMPORT STANDARDS

We urge the Congress of the United States to enact immediately legislation prohibiting the importation of any dairy products from countries which do not have

disease control programs in effect equal to the standards set up for domestic producers by the Bureau of Animal Industry of the United States Department of Agriculture.

ENCOURAGING NEW USES OF FARM PRODUCTS

We commend Federal and State authorities and commercial research experts for their efforts in developing new uses for agricultural products.

MARKETING AGREEMENT ACT

We have observed with interest the success of marketing agreements and orders operating under the Marketing Agreement Act and their stabilizing effect in many milk sheds of the country. Experience has shown, however, that action under this Act as now construed, is sometimes slow and cumbersome. We, therefore, urge the Cooperative and the National Cooperative Milk Producers' Federation to work toward the adoption by Congress of such amendments to the Marketing Agreement Act as will expedite its operation and its effectiveness.

TAXATION OF OLEOMARGARINE

We favor federal legislation levying a tax of not less than five cents per pound upon all domestically produced oleomargarine and an additional tax of three cents per pound on all domestically produced oleomargarine containing any foreign fat ingredients.

We further favor the imposition of a compensatory duty on imported oleomargarine in addition to any existing duties equal to the amount of the proposed tax on domestic production.

ENDORSEMENT OF COOPERATIVE PRINCIPLES

We favor a strengthening of the Cooperative laws of the nation and of our several states, including the establishment of standards to define bona fide cooperatives, and for the protection of cooperatives from inimical actions by anyone which action may hinder, obstruct or interfere with the formation or operation of bona fide cooperative associations of farmers.

We are concerned over the growth in parts of this country of numerous "pseudo-cooperatives," many of which have been organized by other than farmers for the purpose of extending control over farmers or by unscrupulous persons seeking to find jobs for themselves. No cooperative controlled by a handler of farm products, or whose membership depends upon delivery of its products to a particular dealer, or whose leadership is not farmer-minded can be considered a bona fide cooperative. Independence of thought and action, farmer-mindedness, and a policy of sales of products to any and all purchasers who will pay the uniform price asked by the organization are fairly definite signs of the organization being a genuine cooperative.

In this connection we are opposed to any relaxation of legal definitions of Cooperatives which may weaken or tend to weaken the standing or independence of agricultural cooperatives.

DAILY WEIGHT SLIPS

Resolved that we, the members of the Washington County Local of the Inter-State Milk Producers' Cooperative, go on record as requesting that all dealers in the Philadelphia milk shed, including secondary markets, who may not now be doing so be asked to return to each of our producer-members daily weight slips of our milk. We find it a great inconvenience in not

knowing the weight of our daily shipments of milk until the end of the pay period, and, since we are willing to accept the company's weights we feel that it is only fair that they reciprocate to the extent of furnishing us with a daily record of our shipments each day.

Presented by the Washington Co. Md. Local. Resolutions of approximately the same content also introduced by Middletown, Md. and Martinsburg, W. Va. Locals.

ALLOCATION TO DISTRICTS

BE IT RESOLVED that the Cooperative allocate to each District during the ensuing fiscal year 50 cents per commission-paying member of the Cooperative in each such District, these funds to be payable in installments of 25 cents per member in January and July.

Submitted by Delegates of District 15

DELEGATE EXPENSES

Whereas many delegates do not live near to a railroad station, therefore be it

Resolved that Inter-State Milk Producers' Cooperative allow delegates mileage from their homes at railroad fare rates of 2 1/2¢ per mile to the railroad station in addition to railroad fare of 2 1/2¢ per mile to cover travel expenses while attending annual or special meetings of the delegates called as provided by the by-laws of the Cooperative.

Presented by Delegates of District 11

MILK MARKET INFORMATION

BE IT RESOLVED that the Inter-State Milk Producers' Cooperative request of the Pennsylvania Milk Control Commission that the Commission compile complete monthly data on purchases and sales of milk and of other basic data of each marketing area of the state and to disseminate such information in its entirety for each marketing area to the industry and interested parties.

Submitted by Delegates of District 15

SANITARY REGULATIONS

BE IT RESOLVED that the Inter-State Milk Producers' Cooperative endorse the enactment of a law and of regulations under such law, which shall require that all milk and cream shipped into this market shall meet the same uniform requirements in order that our producers shall not be forced to compete with milk from outside the normal milk shed which may not meet the uniform requirements that are being met by our own producers and also that the state regulatory agency shall be charged with the responsibility of making reasonable and necessary inspections of such distant supplies of milk and cream. It also is the consensus of this Body that should the milk inspection law be changed, producers be given representation on the advisory health board now authorized.

Presented by Delegates of District 15

SANITARY REGULATIONS

WHEREAS certain milk distributors in this area have been expanding their distribution of milk and cream to other markets. These markets require other sanitary regulations which sometimes differ greatly from the ones previously used. These distributors send their own sanitary inspectors out to inspect the dairies and in some instances they have demanded that producers make certain major changes that require new construction to be done in a very limited time. In some cases from 3 to 10 days are given and in other instances the producer was suspended from shipping.

AND WHEREAS we do not believe this practice to be consistent inasmuch as the producer's premises were satisfactory in regard to the market he has been shipping to and in some instances producers were suspended for not meeting sanitary regulations of a certain market to which their milk was not going at that time.

THEREFORE BE IT RESOLVED that the Inter-State Milk Producers' Cooperative require the milk distributors or buyers to notify them in advance of such a change of market or markets, and that the Cooperative shall notify its members in regard to such a change 60 days in advance and furnish them at that time with a copy of the Regulations governing their new market.

Submitted by District 26

NATIONAL DAIRY SHOW

Since it is reasonably certain that the National Dairy Show will come to Harrisburg, Pa. for the 1940 Show and inasmuch as its coming to the East will be of benefit to the dairy interests in this milk shed,

THEREFORE BE IT RESOLVED that the Inter-State Milk Producers' Cooperative lend its every moral support to the promotion of this great Show.

Submitted by EARL GROFF, Delegate, Paradise Local

GOVERNOR JAMES' PROMISE

WHEREAS GOVERNOR ARTHUR JAMES of the state of Pennsylvania, did during his campaign, pledge himself to the appointment of members of the Milk Control Commission, such as were fully conversant with all branches of the industry, and, whereas, a vacancy now exists in the said Board

THEREFORE BE IT RESOLVED, that the directors of the Inter-State Milk Producers' Cooperative immediately request Governor James to fill the existing vacancy by appointment of a person who is both qualified and willing to work to secure a fair return for all connected with the milk industry.

RESOLUTION PRESENTED BY DISTRICTS 13, 16, 20 AND 21

WHEREAS, many producer members are dropped from their milk market by their dealers reportedly because of improper conditions around the barn, and without any redress or chance to check against the decision of the dealer in reference to sanitary requirements of that particular market and

WHEREAS part 4 of our "Producers' Marketing Agreement" requires producer members to maintain their dairies, utensils and barns in conformity with such standards as are required by the city, or area in which their dairy products are marketed,

NOW, THEREFORE, BE IT RESOLVED, that this Annual Meeting recommends to our Board of Directors that they supply each producer-member, once annually, with a printed list of the sanitary requirements demanded by the municipalities or areas into which said producer-member ships his milk so that the farmer-member may have this information from an unbiased source.

BANG'S APPROPRIATION FOR NEW JERSEY

WHEREAS the eradication of what is known as Bang's Disease among Cattle is of great importance to the Dairy Industry, THEREFORE BE IT RESOLVED that the Legislature of the state of New Jersey be asked to follow the lead of other states by appropriating a sufficient amount of money for use by the department of Agriculture for this purpose.

Submitted by HOWARD FRAVEL, District No. 2

ENFORCEMENT OF REGULATIONS

WHEREAS, during the past year the Pennsylvania Department of Health appears to have seriously relaxed the enforcement of

the sanitary regulations in the Commonwealth of Pennsylvania as it affects milk brought into this milkshed, and

WHEREAS it appears the relaxing of this enforcement has probably contributed to the drop in price of cream on our markets of from \$2.00 to \$3.00 per can which has enabled the distributor to buy cream on any market outside of the state market with practically no sanitary regulations governing such purchases and

WHEREAS relaxing of these regulations and the reduction in price caused by same affects every milk producer who sells milk to any distributor who buys milk in the lower classifications,

THEREFORE BE IT RESOLVED that we, the Delegate Body of the Inter-State Milk Producers' Cooperative, go on record requesting the officials of our Cooperative to protest to Dr. Shaw the Secretary of Health and to Governor James, urging that such sanitary regulations as would be necessary to correct the aforesaid grievances be put into effect and rigidly enforced, and we further provide that a copy of this resolution be presented to Governor James and Dr. Shaw, respectively.

Submitted by District 26

DEALER COOPERATION

WHEREAS, The Inter-State Milk Producers' Cooperative is losing some of its income because more of its members are shipping to non-cooperating dealers,

BE IT RESOLVED that the Board of Directors and the general manager be instructed to endeavor to secure the cooperation of more dealers (duly bonded) and induce them to pay over to Inter-State the dues of Inter-State members.

Submitted by Delegates of District 17

Making Folks Want Milk

(Continued from page 16)

important fact is the number of teachers, nurses, doctors and others who received inspiration, encouragement, and suggestions from Dairy Council workers—so that they in turn carried the important nutritional messages we gave them back to others with whom they came in contact, not how many mothers sat in a cooking demonstration, but rather how many of those women went back and tried out for the benefit of their own families the suggestions made to them by our demonstrators.

It is in this field that we feel that Council work has been particularly successful. We know full well that there are hundreds, even thousands, of school teachers in this area who are, time and again throughout the school year, impressing upon their pupils the thoughts left in their minds by Dairy Council teaching. We know that there are nurses in health clinics repeating over and over the directions left by Dairy Council workers in their semi-annual visits to these clinics. We know that there are industrial nurses passing on to workers in their plant the story of milk as it was given to them by our staff. We know that wide use is made of the motion pictures, lantern slide sets, lectures, and similar material which the Dairy Council maintains at various points.

That the story has been well told is illustrated by the fact that considerable time has been devoted to telling the factual story of milk. Dairy Council motion picture films require fifteen minutes for showing. Most programs run from this period on to study sessions that require hours of study and preparation. Thus we feel that the importance of milk in the diet has been brought forcibly to the attention of an immensely large proportion of our populace at a remarkably low cost per person.

Reports coming from the United States Department of Agriculture indicate that the consumption of milk in Philadelphia has



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Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

CLIPPER BLADES SHARPENED. Enclose 50¢ with each set of blades mailed. Satisfaction guaranteed. Prompt service. Andis and Stewart Electric Clippers, Repairs, Parts, Blades. Send for 1939 clipper book. GEO. F. CREUTZBURG & SON, Dept. D., 119 North Sixth St., Philadelphia.

SALESMEN

MILKER SALESMEN—One sale per week makes big income. Each neighborhood sale brings many more; capable hard workers make \$4,000 or more. Paul Grant, S.M., Dept. 2012A, 520 N. Michigan Ave., Chicago, Ill.

HOLSTEINS

Registered Holstein Bull. Dam has excellent D.H.I. record. Sire, the Grand Champion Huntedale K.P. O.Y. Alaska Beets whose dam held former world records. Age, sixteen months. Price, \$90. John J. Snyder, 35 West Louthier Street, Carlisle, Pa.



increased approximately 6.8% during the first eight months of this year, as compared with a similar period last year. There have also been substantial increases in the amounts of cream consumed. It is unfortunate that the five year survey made at intervals by the Pennsylvania State College and the United States Department of Agriculture and financed by the Dairy Council, had to be omitted this year. It is my honest opinion, nevertheless, that milk consumption is at as high a level at the present time as at any period since the World War.

The credit for the increased sales during the past year is due, not to the efforts of the Dairy Council, but to the increased buying capacity of the general public. Economic recovery has made more money available

(Please turn to page 23)

Production Declines Seasonally

STABLE dairy markets 'ave been a prime factor in the local picture this fall. Producer prices have remained in a favorable relationship with prices in other markets and milk production has shown the usual fall decline, with October deliveries averaging 216 pounds per day per shipper for 5112 producers, as compared with 190 pounds for 5443 producers in October, 1938, and 240 pounds per day in September.

Milk production in the United States was about the same on November 1 this year as it was a year earlier. There was a slight reduction in the rate per cow, but this seems to have been offset by an increase in the number of milk cows on our farms. Nationally, this heavy production of milk, when compared with population, is only about 1 percent more than the normal production per capita at this season of the year.

Fluid milk prices in the United States as a whole showed a seasonal upward trend during November. Most increases were reported from the Midwest and far West. Class I price increases occurred at the following markets: Cleveland, Ohio, 30 cents per hundred pounds; Grand Rapids, Michigan, 25-30 cents; Burlington, Iowa, 15 cents; Sioux City, Iowa, 40 cents; Knoxville, Tennessee 20 cents; Huntington, West Virginia, 26 cents; Wheeling, West Virginia, 30 cents; Topeka, Kansas, 35 cents; San Diego, California, 28 cents. Flat price increases occurred at Lexington, Kentucky, 40 cents, and Shreveport, Louisiana, 20 cents.

Retail price increases of 1 cent per quart took place at Cleveland, Grand Rapids, Sioux City, Wheeling, Shreveport, Topeka, and San Diego; also at Chicago, Illinois, and at Detroit and Lansing, Michigan. Irregular increases occurred at Lexington and Knoxville.

Baltimore, Maryland, with a reduction of 11 cents on Class I, was the only market showing a reduced producer price. A reduction from 13 to 11 cents per quart retail was recently reported there with no change reported in producer prices since that time.

Feed prices continue at about their October level with some advances and a few declines. With the exception of linseed meal, all prices are considerably higher than a year ago. Wheat bran, for instance, was 3.74 percent over the October price and 22.31 percent over the November, 1938, price. Mixed dairy ration (32 percent) increased 5.64 percent in price from October to

November and was 15.92 percent higher than a year ago. Linseed meal dropped 4 percent in price from October and was 6 percent below the November, 1938, price. See table on page 6.

Butter prices, from which our Class II and III milk prices are determined, have shown further gains over October, reaching a high of 31 cents in mid-November for 92-score butter in wholesale lots at New York. This price dropped back to 29.25 cents at the end of the month, with a monthly average of 30.07 cents per pound. This is an increase of 1.07 cents over October and 2.8 cents over November, 1938.

Butter storage holdings in the ten principle markets of the country were slightly under 62 million pounds on November 30, less than one-half of the 127 million pounds stored in the same markets one year earlier. Cheese storage stocks for the entire country on November 1 were 114 million pounds as compared with 132 million pounds one year earlier. Cheese prices have also shown an advance in recent weeks and the demand for this product appears to be well sustained, according to Federal reports of apparent consumption.

Dry skimmilk production was reported as 20,618,000 pounds in October, as compared with 26,508,000 in October, 1938. The supply on hand on October 1 was only 8 million pounds as compared with 42 million pounds one year earlier. Prices of this product have shown a strong advance, averaging 7.41 cents per pound in October as compared with 6.57 cents in September and 4.52 cents in October, 1938. Prices of dry whole milk and dry buttermilk have also shown increases.

Milk consumption continues its upward trend, according to the Milk Industry Foundation report on 136 leading markets in the country. October consumption was up 3.19 percent over a year ago. Milk company employment and pay rolls showed decreases from a year ago of 1.58 percent and 0.79 percent, respectively.

Cream prices have been somewhat stronger the last few weeks but can not yet be considered high for this season, considering all conditions. Cream meeting the various inspections averaged \$14.75 per 40-quart can of 40 percent cream for the week ending November 25. This is equivalent to \$1.79 per hundred pounds of 4 percent milk without any value allowed for skimmilk and no allowance for the cost of

separation and handling. The Pennsylvania Milk Control Commission price for Class II milk for November is \$1.69 for 4 percent milk, f. o. b. dealers plants in Philadelphia.

Date	Philadelphia	New York	Chicago
1	29 1/2	29 1/2	28 1/4
2	29 1/2	29 1/2	28 1/4
3	29 1/2	29 1/2	28 1/4
4	30 1/2	30 1/2	29 1/2
5	30 1/2	30 1/2	29 1/2
6	30 1/2	30 1/2	29 1/2
7	29 1/2	29 1/2	29 1/2
8	30 1/2	30 1/2	29 1/2
9	30 1/2	30 1/2	29 1/2
10	30 1/2	30 1/2	29 1/2
11	30 1/2	30 1/2	29 1/2
12	31 1/2	31 1/2	31
13	31 1/2	31 1/2	31
14	31 1/2	31 1/2	31
15	31 1/2	31 1/2	31
16	31 1/2	31 1/2	31
17	30 1/2	30 1/2	30 1/2
18	30 1/2	30 1/2	30 1/2
19	31 1/2	31 1/2	30 1/2
20	31 1/2	31 1/2	30 1/2
21	31 1/2	31 1/2	30 1/2
22	31 1/2	31 1/2	30 1/2
23	31 1/2	31 1/2	30 1/2
24	31 1/2	31 1/2	30 1/2
25	30 1/2	30 1/2	30 1/2
26	30 1/2	30 1/2	30 1/2
27	30 1/2	30 1/2	30 1/2
28	30 1/2	30 1/2	30 1/2
29	30 1/2	30 1/2	30 1/2
30	29 1/2	29 1/2	29 1/2
Average	30.62	30.07	29.51
Oct. '39	29.60	29.00	28.38
Nov. '38	27.77	27.27	26.51

Dr. Lyons Honored

(Continued from page 19)

milk is almost unlimited in its possibilities. There are any number of ways in which producers themselves can help the milk industry toward greater consumption. For one thing, use milk yourselves in cooking in your own home and at your meetings, suppers, and clubs.

The final thought of the meeting was that the task of telling the story of milk to the next generation of mothers would be much easier because these mothers will be so much better educated themselves in the knowledge of balanced diets for children and grown-ups.

The luncheon which followed paid special honor to Dr. Hannah McK. Lyons in recognition of her unselfish service, tireless efforts, and invaluable contributions which have been and will continue to be a source of inspiration to the Dairy Industry. Special souvenir place cards were provided for the guests. Toastmistress of the occasion was Mrs. Elizabeth Graham, formerly of the Dairy Council staff. Mrs. Graham first introduced Mrs. E. C. Dunning, alumna of Pennsylvania State College, who paid tribute to the great work of Dr. Lyons in initiating plans for building women's dormitories at that institution.

Mrs. Joseph Briggs of Yardley, Pennsylvania, spoke for the Grange organization and enumerated the many Grange activities in which Dr. Lyons had participated so often.

In introducing the speaker for the Dairy Council, Mrs. Graham said that early in Inter-State days, producers realized that milk was

meeting serious competition with other commodities on the food market. This was discussed with distributors and others and the result was the creation of the Dairy Council, to the work and the value of which Dr. Lyons, drafted early to assist it, had contributed for many years.

For the Dairy Council, Miss Boucher spoke of the many human qualities which had so specially endeared Dr. Lyons to those who knew and worked with her.

Dr. Lyons, after being asked by Mrs. Graham, spoke again to this second gathering. "Fill your place in your home and community and do your job there, is the best thing I can say to you", she concluded.

Then on behalf of the Dairy Council, Mrs. Graham presented Dr. Lyons with a radio, as a token both of deep attachment and of progress in science by which the radio makes communities and individuals in communities so much nearer to each other, so much more able to cooperate helpfully with one another—a fitting keynote to this luncheon in honor of one who has been outstanding for her spirit of helpful, willing cooperation throughout a long and valuable career which continues to be ever more productive.

Making Folks Want Milk

(Continued from page 21)

for all purposes. The Dairy Council has simply pointed out constantly that a greater consumption of milk is essential to well-being, and as more money has become available, purchases of milk have increased.

To assure maximum consumption of milk, the Dairy Industry needs the confidence and support of the general public. Other industries have found it is important to develop and foster activities which might be broadly stated under the term of "public relations." Public relations, so far as the Dairy Industry of Philadelphia is concerned, have been much of the type of unwelcome in-laws presenting a constant threat to the domestic tranquility of the dairy family. It is indeed surprising that in the face of the unfavorable publicity which the Dairy Industry has received for the past several years, that there is not more antagonism on the part of the consumer than is apparent today. However, we must keep in mind that the consumers hold the purse strings which make possible the growth of this Dairy Industry, and every effort should be made to present to the consumers a picture of an industry that is honestly and sincerely endeavoring to give the general public a good product at a fair price. If there be marketing problems in this industry which need correction, the industry itself should correct them before consumers become aroused and demand changes.

We ourselves have spent much time, especially in the last five years, in those activities which may be termed generally as "public relations." We have continually pointed out to consumers that there are very intricate problems involved in the production and marketing of milk, problems which the consumer is in no position to understand clearly unless he is willing to

devote a great deal of time and thought to the study of these economic difficulties. Consumers in the Philadelphia market have been patient with the efforts of the industry to solve these problems. We feel that we could work much more effectively if we did not have to combat a considerable amount of loose talk and unfavorable statements that find their way into the press, attacking some branch of the Dairy Industry. I realize fully that producers are seldom responsible for these attacks on the industry, but, though innocent, they suffer from the results.

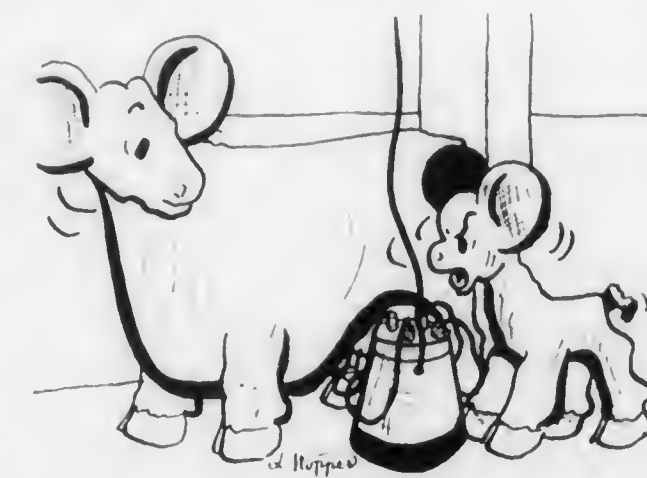
Again, I believe that more milk could be sold if the margin between the prices of evaporated milk and milk in other concentrated forms and fresh milk were smaller. There appears to be a growing demand for milk in concentrated form. A constantly increasing percentage of infants born in Philadelphia have found evaporated milk in their nursing bottles rather than fresh milk. Homemakers have found increasing numbers of ways in which they have been able to substitute evaporated milk for fresh milk—particularly in cooking. Therefore, I repeat that if the margin between the cost of evaporated milk and fresh milk were less the selling problem of fresh milk would become easier. Please do not interpret this as an expression that the price of fresh milk is too high in this market. Philadelphia enjoys a better quality of fresh milk at lower cost than any other large eastern market in the United States. If, however, the same safeguards of sanitary inspection surrounded the production of some of this concentrated milk that are necessary for fresh milk, some of this price margin would undoubtedly disappear.

The Dairy Council does not shy away from difficult problems, nor are we willing to admit that the maximum consumption of milk has been obtained in this market, despite some of the difficulties enumerated above. We feel confident that if the producers in this area continue to produce the same quality of milk that has prevailed in this market for several years past, and if we continue actively to inform the public of the fact that milk always has been and still continues to be our most important single food, we shall, as economic conditions improve, find a constantly increasing consumption of fresh fluid milk.

The total value of all truck crops grown in Maryland in 1938 is estimated at \$9,695,000, or 4 percent less than in 1937.

Moe was trying to describe to his friend the kind of fish he had caught. "I tell you," he explained, "it was that long! I never saw such a fish in my life!"

"I believe you," answered his friend.



"Well of all the crazy places to put that thing, right where I'm supposed to eat!!!"

The "Why" of Figures

(Continued from page 15)

for some time. Business activity in the Philadelphia area is much improved. Employment in manufacturing industries in September, 1939, was 8 percent higher than a year ago with payrolls up 19 percent. Industrial production was 17 percent better than in September, 1938. Retail sales were 11 percent stronger and the wholesale trend was up 24 percent.

These few principle indicators are favorable and should have a direct bearing on the ability of the consumer to buy increased amounts of milk and other dairy products. Milk consumption in 136 leading markets in the United States for September, 1939, was up 5.79 percent over the same month of the previous year. This increase has been continuous now for the last few months and indicates considerable strengthening in consumer purchasing power, not only locally, but nationally as well.

Stocks of dairy products are not burdensome and are considerably lower than a year ago. Cold storage holdings of butter in the ten principle markets of the United States on November 21, 1939, were 67 million pounds, just one half of the 134 million pounds in storage one year earlier. In the same markets cheese storage was down 5 million pounds below a year ago. Storage supplies or evaporated milk on October 1 were down to 135 million pounds as compared with 398 million pounds one year earlier and dry skimmilk stocks were reduced from 53 million pounds October 1 a year ago to 12 million pounds the same date this year. In other words, storage supplies of evaporated milk were off 62 percent and skimmilk supply was 77 percent less.

Another interesting comparison is the consumption, or as economists call it, the apparent trade output of these manufactured dairy products. For the first 8 months of 1939 the consumption of butter was 126 million pounds greater than during the same period of 1938, with evaporated milk sales up 83 million pounds and sales of dry skimmilk 22 million pounds over a year ago, while cheese consumption appeared about the same.

With the improvement in both storage stock situation and consumption trend, we are also witnessing an improvement in prices of these products. Butter prices on the wholesale market have shown continued strong improvement since they rose above the Dairy Products Marketing Association's supported price during the summer and New York extras are now a fraction above 30 cents per pound. Cheese prices have increased from 3 to 4 cents per pound in the wholesale market and dry skimmilk, along with the other dried milks, has shown considerable gain over a year ago. Casein prices likewise have shown continued advance. These price increases, although some of them do not directly affect our market, do have a very important effect on our general price structure. Our Class II and III prices, of course, fluctuate directly as butter prices fluctuate for they are based on the price of 92-score butter at New York.

These facts illustrate one of the many kinds of data kept by our department and which, collectively, are used to keep your market and your price in line with what we feel is a sound marketing program.

From time to time this department has been assisted and has assisted other departments. Generally, however, this work was handled by the four people regularly employed in the Market Information Department. The cooperation that they and the others gave in carrying out our program was splendid. Many times in order to complete our duties it was necessary to work overtime and do night work. They never hesitated in this, and that kind of cooperation goes far to build the morale of an organization.

Secondary Markets

TRENTON

The entire Advisory Committee of the Trenton Market will meet for reorganization on Friday, December 8, and it is hoped that a 100 percent attendance will be attained. The Marketing Committee also meets on that date at 10:00 a.m., at the offices of the Castanea Dairy Company.

The market situation in the Trenton area remains in a healthy condition with the supplies of our buyers well adjusted to their needs. Members meeting sanitary requirements are, as far as is known, provided with satisfactory markets.

Milk prices continue the same as previously, with no new orders being issued by the Control Board since their hearing in October.

Producers from the Trenton area, many of them with their wives, were well represented at the Annual Meeting of the Cooperative, held at Philadelphia, November 28-29.

LANCASTER

The entire advisory committee for the Lancaster Inter-State Milk Market met November 24 and selected their Executive Committee and officers for the ensuing year. H. R. Metzler of the Paradise Local was elected president; H. F. Brubaker of Lancaster, member of the West Lampeter Local, vice-president; H. H. Snively, Willow Street, member of the West Lampeter Local, secretary-treasurer; and in addition Walter E. Herr, Millersville, J. S. Shenk and John Forry of Lancaster, Norman Forney of Lititz and Wm. Bleacher of Quarryville were elected to the Executive Committee. Other members of the advisory committee include C. K. Neff, Millersville; Walter Shank and Adam E. Myers of Lancaster; Wm. McGleisner of New Providence and Max Clugston of Lititz. Charles E. Cowan was elected to continue as market manager on a part-time basis.

Class	Percentages	Price
I	58.77	\$2.82
II-A	19.70	1.90
II-B	2.65	1.919
III-A	3.45	1.519
III-B	6.32	1.55
III-C	4.05	1.15
III-D	3.92	1.125
IV-A	.87	1.05
IV-B	.27	1.22

As a part of the milk of many of the members in the Lancaster secondary market is sold on the New York market, we are reporting the classi-

fication percentages and class prices on New York milk, the prices applying to 3.5% milk delivered in the 200-mile zone.

The blended price on 3.5 milk in that zone is \$2.27 per hundred pounds, with the price at Lancaster, because being located in the 160-mile zone, being \$2.305.

WILMINGTON

The Wilmington Market Committee has been working on a level production plan for this market and at a meeting on November 24 submitted a proposed plan to the three largest Wilmington dealers, who are taking it under consideration. Members of the Market Committee or the market manager will be glad to supply anyone with details of the plan. They assure everyone that no plan will be put into effect until all producers have had a chance to express themselves on it.

The supply of milk in the Wilmington market has dropped, with several dealers buying milk or cream from a manufacturing dealer. The committee approves this plan in preference to taking on outside shippers because the latter would add to the surplus next spring. Members are urged to hold their production at the highest practicable level until the Christmas holidays.

The Wilmington Board of Health inspection has been completed by Robert Gray, inspector. About 50 producers in the market have been sent letters outlining regulations which must be met by them before a re-inspection is made if these producers are to hold their Wilmington market. Any Inter-State member receiving such a letter is urged to meet all requirements at once in order to avoid loss of market. The market manager will be glad to supply information on these points when desired.

Meeting Calendar

December 8—Advisory Committee of Trenton Inter-State Milk Market—19 W. State Street, Trenton, N. J.
 December 19—South Jersey Inter-State Milk Market Committee—Woodbury N. J.
 December 26—Altoona-Huntingdon Inter-State Milk Market Committee—County Agent's Office, Hollidaysburg, Pa.
 December 28—Wilmington Inter-State Milk Market Committee—Newark, Del.
 January 15-19, 1940—Pennsylvania State Farm Products Show—Harrisburg, Pa.
 January 23-26, 1940—New Jersey Agricultural Week and Farm Show—Trenton.

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CASH PRIZES FOR PICTURES

Entered in the Review Picture Contest

Prizes:
 \$5.00 if picture is used on front page. \$1.00 if used on inside page.

Open to:
 Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of picture:
 Clear, sharp outlines; attractive background. Farm subject, that will interest others on its merits.

Description of picture (brief)

Identification of sender.

(Unused pictures will be returned.)

Rising commodity prices, business improvement and a high level of consumption of dairy products are factors indicating improvement in the dairy situation.

"Your husband is certainly well preserved at sixty years."
 "Well, why not. He gets canned at every place he works."

Milk Prod

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY F.

Vol. XX

Philadelphia, January, 1940

No. 9



Picture by Eugene Wyble, Worton, Md.

Snow On a Country Lane

The 1940 Dairy Outlook

Both Supply and Demand Apparently Increasing

WITH THE beginning of a new year it seems appropriate to call to the attention of Inter-State members some of the trends of the dairy industry as observed at this time. From "The Dairy Outlook for 1940", recently issued by the United States Department of Agriculture, we learn that following a 1 percent increase in the number of milk cows in 1938, there appears to have been another 1 percent increase in 1939. The 1938 increase was the first in 5 years, following a decline in cow numbers which started in 1934. As for the immediate future "The Dairy Outlook" report says "increases in the number of milk cows in the next two years are expected to be more rapid than in the last two years. The number of young stock on farms is more than enough to provide for normal replacements to dairy herds in 1940 and 1941."

The present increase seems to be a little larger than average in the northeastern section of the United States. Increases were noted particularly in the corn and cotton belts and the Great Lakes region.

More Heifers Raised

"More significant than the increase in number of milk cows is the increase in number of heifers and heifer calves being saved for milk cows," according to the Outlook. "The drought of 1934-36 and the short supplies of feed on farms during the early part of 1935 and 1937 tended to reduce the number of calves saved in those years."

"Since the harvesting of 1937 feed crops, however, supplies of both feed grain and hay have been large in relation to the number of livestock on farms and prices of milk cows and beef cattle have been especially high in relation to feeds" the report states. "The price of dairy products has been higher in relation to feeds than in the 4-year period from the fall of 1933 to the fall of 1937. These factors have stimulated saving of heifer calves."

Exceed Replacement Needs

Commenting further on this situation the Outlook Report states that as of January 1, 1940 "there will be 5,400,000 head of heifers one to two years old on farms. . . . which is decidedly more than the amount needed for normal replacements. . . . and would be the highest number of heifers in relation to cows in the 20 years of record." A similar

situation exists in regard to heifer calves, of which the number on January 1st, is estimated to be 5,800,000.

It is difficult to control the rate of culling and therefore hard to estimate the number of these young dairy animals that will actually remain on the farms. Replacements will continue to be needed because of losses from the Bang's test, but during the year ending June 30, 1939, 220,000 Bang's infected animals were eliminated as compared with an average of 390,000 annually since the program was initiated in 1934.

Better Producers

Together with this increase in cow numbers which is expected to continue, we appear to be experiencing a higher production per cow, according to reports issued by the Agricultural Marketing Service of the United States Department of Agriculture, which states, "Milk production per cow in herds of crop correspondents on December 1 averaged the highest for that date in the 15 years of record and showed an increase of 2 percent over that on the same date a year ago". These figures are for the country as a whole.

To get a correct view of the dairy picture we must balance consumption trends against production. On this subject the report says "Total consumption of dairy products in 1939 will probably be considerably higher than in 1938"

Demand Greatly Improved

Government reports indicate that in the 10 months of 1939, 132 million pounds more butter was consumed than in the corresponding months of 1938. Consumption of all cheese in the same 10 months was reported as 4 million pounds less than in 1938, while evaporated milk consumption was reported as being up 217 million pounds. With production of manufactured dairy products slightly under 1938 and consumption of most manufactured dairy products greater, the storage situation is very much stronger than a year ago and prices are correspondingly better. The report on milk consumption issued from various sources for several months, indicate a definite upward trend in the consumption of milk and fluid cream.

Business conditions in general also lend a strengthening tone to the

dairy picture. The Business Review for December, published by the Federal Reserve Bank of Philadelphia, states that industrial production in the Philadelphia Federal Reserve district was 16 percent better in the first 10 months of 1939 than for the same period of 1938. October showed a 25 percent improvement. General employment for the 10-month period was up 2 percent, while payrolls were up 12 percent, according to this report.

The same authority states that retail trade in all stores in the district was up 6 percent and wholesale sales were up 9 percent for the first 10 months of 1939 as compared with the same 1938 period.

Business Conditions a Factor

Dr. C. W. Pierce, in a release issued by the Department of Agricultural Economics, Pennsylvania State College, sums up the dairy situation in these words, "Longtime upward tendencies in dairy cow numbers are at present most marked in the northeastern and lake states dairy regions, although over a longer period, the corn belt and cotton belt are likely to assume greater importance."

"Dairy markets strengthened in early fall following unusually low prices during last summer. Reduction in dairy stocks and general rising in commodity prices improved the price situation. Further improvement depends primarily on further improvement in business and commodity prices generally."

Earl H. Rinear, Agricultural Marketing Economist of the New Jersey Agricultural Experiment Station, says, "With the improvement in business, some increase in consumption of fluid milk and cream is expected. Total production of manufactured dairy products for the coming year is likely to continue high, but it is expected to show little change for 1938 or 1939."

Sandy had been courting Jean for four years. He had tested her in every way. She was a good cook, could scrub well, darn excellently, make her own clothes, did not go to the pictures, and was in every way ideal for the position as Sandy's wife. "Do you read in bed, Jean?" he asked anxiously.

"No, Sandy—unless it's a baw, bricht, moonlight nicht."

One example is worth a thousand arguments. —Gladstone.

New Year's Resolution

THE FARMER who got so upset about the fleas on his shepherd dog that he killed the dog is not unlike some people in this country.

We have a thing of immeasurable value in this democracy of ours. With all our troubles we have more peace, more liberty, even more money than have the peoples of any other land.

Yet there are persons unthinking enough, and careless enough, to risk losing the whole business, because some phase of our national life doesn't suit them.

All one has to do these days really to

appreciate America is to turn one's radio on to the daily broadcasts from Europe.

Therefore, for 1940, let each of us—producer, distributor and consumer alike—resolve to do everything in our power to preserve and uphold, and nothing to pull down nor destroy this precious thing we have.

The time has come for us to do more for democracy that just talk about it. We must live it as well.

O. H. Hoffman

Directors Met December 21

THE REGULAR meeting of the Board of Directors of the Inter-State Milk Producers' Cooperative was held on Thursday, December 21, 1939, with all members present. The regular meeting dates for the directors will be the third Thursday of even numbered months during the year; the regular meeting dates of the Executive Committee will be the third Thursday of odd numbered months.

This being the first meeting of the directors following the annual delegate meeting, it was necessary to spend considerable time on routine matters, including the hearing of reports of committees.

Policies Discussed

There was a general discussion of future policies with regard to signing up of members. A general discussion of the level production program followed, which concluded with the authorization to appoint a committee to take this matter up with the Pennsylvania Milk Control Commission.

The status of producers who move to new locations and transfer to unapproved markets without the Cooperative's approval was discussed.

Reports were heard on a situation existing with one dairy which is in arrears in paying members supplying that dairy with milk. It was stated that efforts are being made to work out arrangements which will

assure all producers involved of continued satisfactory markets with the least possible loss to the Cooperative.

The directors authorized the re-printing of the by-laws of the Cooperative, the reprint to include all amendments and additions since the previous printing.

The directors authorized the management to cancel the membership and redeem stock of members from whom no commission has been received for a period of twelve months after first getting in touch with each such member and the director from his District. This is to be done in order to keep the membership lists alive and up-to-date.

Regulations

A discussion was heard as to the possibility of a radio program being sponsored by the dairy interests of Philadelphia, for the purpose of calling attention of consumers to the value and quality of milk available to them through the local industry. Although the plan was received favorably, no action was taken.

A general discussion of proposed changes in health regulations under Pennsylvania Act 210 was held by the directors. It was decided that a committee meet with the Pennsylvania Board of Health in an effort to obtain a better understanding of regulations and for the pur-

pose of securing greater uniformity of inspection, especially as this work affects producers supplying Pennsylvania markets.

Experiment Station Report Ready

The 52nd annual report of the Pennsylvania Agricultural Experiment Station includes a discussion of the many experimental projects now under way or recently completed.

The Station attempts to aid farmers in meeting obstacles and problems in the practice of their pursuits and this it endeavors to do by the testing of theories and applications and by investigations aimed at the discovery of new facts.

Among the groups making such requests are the Pittsburgh Dairy Council, the Pennsylvania Association of Milk Dealers, the Pennsylvania State Grange, and the Pennsylvania Cooperative Potato Grower's Association. The Pennsylvania Council of Churches requested that a study be made, in cooperation with that group, of the social and religious welfare of rural people.

Requests for assistance through research were received by the Station from committees representing greenhouse gardeners, the nut growers, and the beekeepers of the state.

"May I have the afternoon off to go shopping with my wife?"

"No."

"Thanks."

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N. Broad St., Philadelphia, Pa.

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F. P. Willits, Assistant Treasurer
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- Altoona - Huntingdon—J. J. Camp, Roaring Spring, Pa., Phone 118-M
Lancaster—C. E. Cowan, County Extension Office, Lancaster, Pa., Phone 2-7977
South Jersey—H. T. Borden, County Extension Office, Woodbury, Box 334, Phone 800
Trenton—Frederick Shangle, 19 W. State St., Trenton, N. J., Phone 4083
Wilmington—Floyd R. Ealy, 103 W. 7th St., Wilmington, Del., Phone 2-7464

Dairy Courses Offered At Temple University

Temple University is offering night courses in dairy procedure to all who are interested. These courses, which were started four years ago, include Fundamentals of Plant Operation, Bacteriology of Milk, and Biochemistry.

The next term for these courses will open early in February. Any information concerning them can be obtained directly from Temple University, Philadelphia.

Two-Quart Milk Container Makes Appearance

A recent development in the New York City milk market is being watched with interest by the dairy industry of the nation. This is the offering of two-quart containers of milk at a price of 3 cents less than the regular retail price of two one-quart bottles of milk. The new containers are made of cardboard and are manufactured, parafined, filled and sealed in a continuous operation.

This package was offered consumers for the first time in November and as facilities are expanded, it will be made available for the entire metropolitan New York area. The Sheffield Farms Company and the Borden Company are using the new package.

In one announcement of the new container, it was stated that this was the first great development in merchandising of milk which has resulted in a substantial saving in the cost of distribution. It is hoped by its sponsors that this plan will not only reduce the cost of milk to consumers, but will also aid producers through stimulating the sale of fluid milk.

Dairy Day In Jersey January 24-25

New Jersey dairymen will find a busy two days at Trenton, Wednesday and Thursday, January 24-25. January 24 will be given over largely to discussion of live stock and crop problems, with such subjects as grass silage, care of hay and pasture fields, and new pasture crops receiving special attention. Corn and soybeans are also the subjects of several discussions. This day's program will conclude with a dinner and speaking program in the evening.

Dairy Day will be held Thursday, January 25, in the Veterans' Room, War Memorial Building. The morning program will be given over to questions of herd health, while the afternoon session, in addition to a discussion of Bang's disease, will be devoted principally to milk marketing problems.

The Annual Dairy Banquet will be held at the Stacy-Trent Hotel at 6:30 P.M. on Thursday, with the Honorable A. Harry Moore, Governor of New Jersey, headlining the speaking program. 4-H Dairy Club members will also come in for special recognition at this meeting.

The Milk Dealers' Association of New Jersey is holding a meeting on the afternoon of January 25 in Hotel Hildebrecht. A subject of special interest on this program is a talk, "Increasing Consumption

through the Medium of Dairy Council Program," by C. I. Cohee, President of the Philadelphia Inter-State Dairy Council. This will be followed by a discussion of farm milk inspection.

The program on Friday, January 26, will be given over to discussions of soil conservation programs and related problems. Beef cattlemen will hold a session on the same day.

Profit 79 Cents Per Cow, Penn State Study Reveals

Returns from the production of milk affect the Pennsylvania farmer's economic condition more than that from any other farm enterprise, W. L. Barr, assistant in the department of agricultural economics at the Pennsylvania State College, claims as a result of a survey of 79 dairy farms in four areas of the state.

"Thirty-five per cent of the total cash income of Pennsylvania farmers in 1938 was derived from the sale of wholesale and retail milk and fluid cream," he says. "Of these receipts, 62 percent was derived from milk sold at wholesale prices."

The survey revealed that the average Pennsylvania dairyman has an investment of approximately \$178 per cow in his business. The gross cost of keeping a cow for one year was \$157.06. Manual labor was estimated at 30 cents per hour.

The average cost of producing 100 pounds of milk studied was \$1.89. But on individual farms, according to Barr, the cost of milk production ranged from as little as \$1.16 per hundredweight to \$3.40.

The summary of the costs and returns per cow for the 1,197 dairy cows on the 79 farms studied shows that the average return per cow was \$157.85, leaving an average net profit of 79 cents per cow.

"Cow Exchange" Plan Now Under Way

A new development recently came to our attention which should prove of great value and benefit to dairymen who are wishing either to sell or buy dairy cows. This is the American Dairy Service Bureau with headquarters at Bridgeton, N. J., which is listing animals that dairymen may offer for sale, and also that other dairymen may wish to buy. Through this bureau, the buyer and seller are brought together so that the sale may be made direct, with no handling of the dairy animals through stock yards or on regular cattle trucks which may possibly carry contamination.

Honor is a harder master than the law.
—Mark Twain.



Clair Griffith, a senior at Quarryville, Pa., high school, and his purebred Holstein cow "Lassie". Clair has made an enviable record as a member of Future Farmers of America, and in 4-H dairy club work, his cow also winning local and state honors for him.

Dairy Short Courses At Penn State College

The 1940 dairy manufacturing short courses at the Pennsylvania State College will open January 8 and continue through February 17, it is announced by Dr. C. D. Dahle, professor of dairy manufacturing.

The first of the three 2-week short courses which opens on January 8 will cover the testing of dairy products and the manufacture of butter and cheese. The second, which runs from January 22 to February 3, will deal with ice cream making. During the third short course, February 5-17, the students will study market milk and milk control.

During the past 47 years, over 2500 young men have been trained at the Pennsylvania State College in various lines of creamery work, Dahle said. Many of them are now filling positions in dairy plants throughout the country.

Blue Stamps Used Mostly To Buy Protective Foods

What do families on relief actually buy with blue stamps issued free as a practical method for distributing foods of which there is a surplus supply? What foods do they choose when they have opportunity to select as they please from a limited list of surplus foods?

It is too early to draw general conclusions, says Milo Perkins, in charge of the United States Department of Agriculture food-stamp program. But for a 6-week period the stamp holders spent a little more than 80 percent of their blue stamps for "protective" foods and a little less than 20 percent for flour, corn meal, rice, and beans. Butter, eggs, and fresh fruits and vegetables have protective values.

For this period the stamp plan was effective in five cities. There were minor differences in administrative methods to discover which variations of the basic plan seemed to work best. In general, orange-

colored stamps, which were bought by the relief family, could be used to buy any foods, and half as many blue stamps given free could be spent only for foods on the official surplus list including butter, eggs, oranges, grapefruit, peaches, pears, cabbages, peas, tomatoes, onions, dried prunes, white flour, graham flour, corn meal, rice, and dried beans. Nutritionists do not class the last five items as "protective" foods.

Pennsylvania Dairymen Meet on January 18

The big day at the Pennsylvania Farm Show, as far as dairymen are concerned, is Thursday, January 18, on which day the Pennsylvania Dairymen's Association holds its annual meeting. Preceding that program, however, the annual Dairymen's banquet will be held at 6:00 P.M., Wednesday, January 17. H. H. Snively, member of the Farm Show Commission and prominent in Inter-State activities, especially in the Lancaster area, will be toastmaster.

Other important features of the banquet will be the announcement of prizes and awards to winners in the Annual Milk Show and to Dairy Herd Improvement Association members of the state.

Important features of the Thursday morning meeting of the Dairymen's Association include a discussion of the National Dairy Show for 1940, which, it is anticipated, will be held in the Farm Show buildings at Harrisburg. This will be followed by a discussion of the dairy outlook by Dr. F. F. Lininger, Head of the Department of Agricultural Economics at Pennsylvania State College. O. E. Reed, Chief of the Bureau of Dairy Industry of the United States Department of Agriculture, will give a talk at this session on factors influencing the efficiency of milk production.

The Thursday afternoon meeting will include, in addition to the busi-

ness session of the Association and election of its officers, a discussion by E. M. Harmon, New York Milk Market Administrator, of "Factors Involved In the Marketing of Milk Under the New York Federal-State Milk Marketing Agreement." He will be followed by John M. McKee, Chairman of the Pennsylvania Milk Control Commission, who will discuss "Problems Encountered In The Operation of Milk Control in Pennsylvania."

1940 Is Census Year

Not only will the census taker count faces when he comes around on April 1, or shortly thereafter, but when he visits farmers he will ask numerous questions as to size of farms, acreage in various crops, yields, number and kinds of livestock, equipment, etc. A sample copy of the form he will fill out has been received by the editor of your Review and a total of more than 230 questions are included. Fortunately, however, very few farmers will have occasion to answer more than about one-third of them.

Sample copies of the special form for farms are available and can be had upon request from the Bureau of the Census. Inter-State will be glad to obtain copies for anyone requesting them.

It so happens that the time for the census comes during a busy season on most farms and if a sample form is filled out in advance of the census taker's visit it may save considerable time when time is valuable. Why not get a copy right now and fill it out yourself?

The newlyweds had just alighted from the train.

"Jim, dear," said the bride, "let us try to avoid giving the impression that we are newly married."

"All right, honey, you carry the suitcases and the umbrellas."

To love one's country it is not necessary to hate others.

Use the Milk Cooler Throughout the Winter

Use your milk cooler even though the weather is cold. Your milk will cool more quickly if the cans are immersed in the cold water of a cooling cabinet than can possibly be done in the open.

Likewise, if the milk is kept in the cooler it is protected from freezing because of the insulated walls of the cooler and the fact that the milk can not freeze until the water surrounding it also freezes, which will not happen in such a cabinet.

Prices Paid for 4.0% Milk By Philadelphia Dealers

November, 1939, f.o.b. City Plant	
Abbotts Dairies	2.50
Baldwin Dairies	2.44
Breuninger	2.66
Wm. Engel Dairy	2.83
Gross Dairy	2.63
Harbison	2.72
Missimer	2.64
Scott-Powell	2.55
Supplee-Wills-Jones	2.53
Sypherd Dairies	2.70

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.	Class I	Class II	Class III
November	\$2.85	\$1.80	\$1.20
December	2.85	1.80	1.21

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

Class IA (Cream) price of \$2.20 applies on Altoona, Bethlehem, Cresson, Doe Run, Huntingdon, Mt. Union, Reading, Tamaqua, Tyrone and West Chester markets.

MARKET	NOVEMBER	DECEMBER
All Penna. Markets	\$1.25	\$1.26
Md. & Del. Stations	1.25	1.26
Wilmington	1.25	1.26

Average price 92-score butter at New York: November, 30.07¢ per pound; December, 30.15¢ per pound.

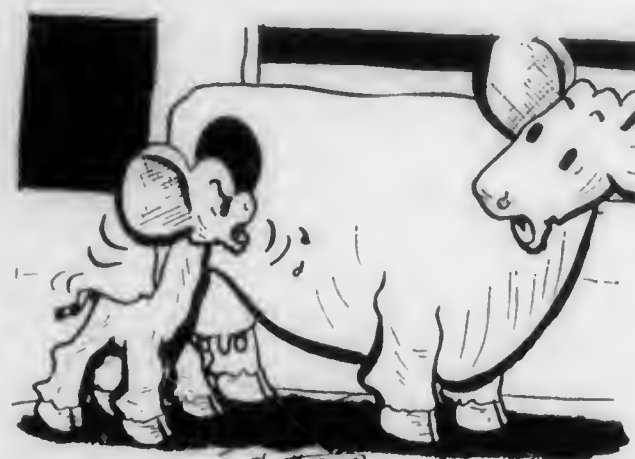
The November average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Housewife (interviewing prospective help): "I may tell you that we are vegetarians."

Country Girl (Anxious to get the job): "I've attended that church all me life, mum."



"I thought I'd be generous and leave some milk so Farmer Jones would have some to drink too! But do you know what that man's been doin'? He's been sneaking to town and sellin' his share!!"

He: "You always do all the talking and never listen."
She: "How ridiculous! I've heard every word I've said."

A smile creates happiness in the home, Fosters good will in business, And is the countersign of friends.

"Mother, have I been a good boy lately?"
"Yes, Bobby, you have been a very good boy."
"And do you trust me, mother?"
"Yes, of course I trust you, son."
"Then why do you go on hiding the jam?"

Classification Percentages—November, 1939

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A"	71.9	13.4	14.7	
" " "B"	68	17.3	14.7	
Baldwin Dairies	66	12	22	
Blue Hen Farms	68.2	12.1	19.7	
Breuninger Dairies	77	6		
Clover Dairy	72.69	11.35	15.96	55% of Prod.
Delchester	71.5	28.5		26% of Prod.
Eachus Dairies	84	8		
Engel Dairy	89.66	7.38	2.96	72.09% Prod.
Fraims Dairies	81.87	9.32	8.81	
Gross Dairies	73	27		63.4% Class I
Harbison Dairies	80	19	1	76% of Class I
Harshbarger Dairies	*71.9	*12.3	Balance	
Hernig, Peter	52	48		
Hoffman Dairy	46.5	12.2	41.3	
Keith's Dairy	*85	*10	*5	Balance
Martin Century Farms	(1)79.83	(1)20.17		73.70% Prod.
Meyers Dairies	70	30		80% of Prod.
Missimer Dairies	73.62	26.38		
Nelson Dairy	66	16	18	
Pebble Hill Dairy	70	30		70% of Prod.
Penn Cress Ice Cream Co.	59.8	3.9	36.3	
Scott-Powell	67	31	2	84% of Prod.
Stegmeier, Clayton	65	5	30	
Supplee-Wills-Jones	67.30	26.10	6.6	98.06% Class I
Sypherd's Dairy	79.7	15.3	5	
Turner & Wescott	74	26		
Walnut Bank	78.95	10.75	10.3	
Waple Dairy	87.8	7.8	4.4	
Wawa Dairies	75	16	9	
Williamsburg Dairy	1-15 97	3		
	16-30 96	4		

NEW JERSEY

Abbotts Dairies "A"	Norm	Cream	Excess
" " "B"	82.5	17.5	Balance
Castanea Dairy "A"	88.3	11.7	Balance
" " "B"	91	9	Balance
Scott-Powell "A"	82	18	Balance
" " "B"	(2) 77.2	22.8	Balance
Supplee-Wills-Jones	100		Balance
	100		Balance

* Percentage of each producer's individual base (remainder of production in class indicated by "balance").
(1) Martin Century paid in November, Class I, 64.26% at \$2.79; 15.57% at \$2.98; Class II, 16.24% at \$1.65; and 3.93% at \$1.69. (Prices of 4% Grade "B" milk f.o.b. Lansdale).
(2) "A" bonus paid on 56.8% of norms.

Feed Price Summary For December, 1939

Compiled by the Inter-State Milk Producers' Cooperative Inc. from data supplied by a selected list of feed dealers.

Ingredients	December 1939	November 1939	December 1938	% Change Dec. 1939 compared with Nov. 1939	Dec. 1938
Wheat Bran	31.47	30.81	26.16	+2.14	+20.30
Cottonseed Meal 41%	41.66	40.04	35.25	+4.05	+18.18
Gluten Feed 23%	33.54	32.01	28.50	+4.78	+17.68
Linseed Meal 34%	44.26	45.06	48.29	-1.78	-8.35
Corn Meal	31.17	29.87	28.76	+4.35	+8.38
Mixed Dairy Rations 16%	36.24	33.00	29.69	+9.82	+22.06
	24%	41.00	39.41	+4.03	+16.02
	32%	43.34	43.48	-0.32	+14.14
Brewer's Grains	33.12	33.01	27.49	+0.33	+20.48

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

November Averages and November and December Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in November	Class I Price Nov. & Dec.	Class II Price November	Class II Price December
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.69	\$1.70
Abbotts Dairies, Inc.	Coudersport, Pa.	2.08	2.38	1.61	1.62
" " "	Curryville, Pa.	2.14	2.47	1.62	1.63
" " "	Easton, Md.	2.19	2.56	1.55	1.56
" " "	Goshen, Pa.	2.29	2.63	1.64	1.65
" " "	Kelton, Pa.	2.31	2.65	1.65	1.66
" " "	Oxford, Pa.	2.31	2.65	1.65	1.66
" " "	Port Allegany, Pa.	2.08	2.38	1.61	1.62
" " "	Spring Creek, Pa.	2.05	2.34	1.60	1.61
" " "	Bethlehem, Pa.	—	†2.85	1.54	1.55
Avondale Farms	Wilmington, Del.	2.35	2.77	1.75	1.76
Blue Hens Farms	Richlandtown, Pa.	2.37	2.62	1.64	1.65
Breuninger Dairies	Centerville, Md.	2.38			
Centerville Producers' Co-op.	Wilmington, Del.	2.41	2.77	1.75	1.76
Clover Dairy Company	Edgemont, Pa.	2.61	2.98	1.69	1.70
Delchester Farms	Springfield, Pa.	2.60	2.98	1.69	1.70
Duncan's Dairy	West Chester, Pa.	2.69	†2.85	1.54	1.55
Eachus Dairy	Wilmington, Del.	2.54	2.77	1.75	1.76
Fraims Dairies	Brandtsville, Pa.	2.42	2.62	1.64	1.65
Harbison Dairies	Byers, Pa.	2.42	2.62	1.64	1.65
" " "	Carlisle, Pa.	2.42	2.62	1.64	1.65
" " "	Hurlock, Md.	2.36	2.56	1.55	1.56
" " "	Kimberton, Pa.	2.42	2.62	1.64	1.65
" " "	Massey, Md.	2.37	2.58	1.55	1.56
" " "	Millville, Pa.	2.32	2.50	1.63	1.64
" " "	Rushland, Pa.	2.42	2.62	1.64	
" " "	Sudersville, Md.	2.37	2.58	1.55	1.56
Harshbarger, J. E.	Altoona, Pa.	—	†2.96	1.54	1.55
Hernig, Peter	Boiling Springs, Pa.	2.13	2.58	1.64	1.65
Hershey Creamery	Greencastle, Pa.	2.00			
Highland Dairy Co.	Doe Run, Pa.	2.38	†2.85	1.54	1.55
Hoffman's Dairy	Bedford, Pa.	1.89	†2.96	1.54	1.55
" " "	Huntingdon, Pa.	2.16	†2.85	1.54	1.55
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.69	1.70
Keith's Dairy	Altoona, Pa.	—	†2.96	1.54	1.55
Martin Century Farms	Lansdale, Pa.	2.59	2.98	1.69	1.70
Miller-Flounders	Chester, Pa.	2.60	2.98	1.69	1.70
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	—	†2.85	1.54	1.55
Nelson Dairy	Jeffersonville, Pa.	2.46	2.98	1.69	1.70
Pebble Hill Dairy	Doylestown, Pa.	2.59	2.98	1.69	1.70
Penn Cress Ice Cream Co.	Cresson, Pa.	2.41	†2.96	1.54	1.55
Scott-Powell Dairies	Clayton, Del.	2.25	2.60	1.55	1.56
" " "	New Holland, Pa.	2.32	2.66	1.65	1.66
" " "	Pottstown, Pa.	2.35	2.71	1.65	1.66
" " "	Snow Hill, Md.	2.14	2.44	1.55	1.56
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.25			
Stegmeier, Clayton	Tamaqua, Pa.	2.49	†2.96	1.54	1.55
Supplee-Wills-Jones	Bedford, Pa.	2.17	2.47	1.62	1.63
" " "	Centerville, Pa.	2.42	2.34	1.60	1.61
" " "	Chambersburg, Pa.	2.22	2.55	1.63	1.64
" " "	Hagerstown, Md.	2.16	2.49	1.55	1.56
" " "	Harrington, Del.	2.22	2.58	1.55	1.56
" " "	Huntingdon, Pa.	2.21	2.53	1.63	1.64
" " "	Leaman Place, Pa.	2.31	2.67	1.65	1.66
" " "	Lewistown, Pa.	2.22	2.55	1.63	1.64
" " "	Mercersburg, Pa.	2.22	2.55	1.63	1.64
" " "	Mt. Pleasant, Del.	2.22	2.58	1.55	1.56
" " "	Nassau, Del.	2.20	2.55	1.55	1.56
" " "	Princess Anne, Md.	2.15	2.47	1.55	1.56
" " "	Townsend, Del.	2.22	2.58	1.55	1.56
" " "	Waynesboro, Pa.	2.22	2.55	1.63	1.64
" " "	Worton, Md.	2.22	2.58	1.55	1.56
Sylvan Seal (Del. only)	F. O. B. Farm	2.15			
Turner & Wescott	Glen Roy, Pa.	2.39	2.65	1.65	1.66
Walnut Bank Farms	Quakertown, Pa.	2.59	2.98	1.69	1.70
Waple Dairies	Tyrone, Pa.	2.73	†2.85	1.54	1.55
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.39	2.98	1.69	1.70
Ziegler Dairy Co.	Reading, Pa.	—	†2.85	1.54	1.55

Bonuses Not Included—See Page 6, Column 1

(\$2.25 for all milk in November)

Secondary Markets

ALTOONA-HUNTINGDON

The Altoona-Huntingdon Secondary Market Committee held its regular meeting on December 26, with the entire committee present. This was the first meeting for two members—George Greaser of Williamsburg, and Chas. E. Koontz of Bedford, who were elected by the Advisory Committee at their November meeting.

The Market Committee discussed sanitary regulations and especially the possibility of obtaining a greater uniformity of these regulations as interpreted in different markets and by different inspectors. The Committee also discussed the possibilities of furnishing some of the dealers with their entire supply of milk.

The differences in prices, as established by the Milk Control Commission, in various towns of the marketing area were discussed, together with the possibility of working out uniform prices that will be paid by all dealers in the area.

The supply of milk now available is nicely adjusted to the needs of the market, which indicates a probable excess in the spring. The Committee is already working on plans for the handling of this excess that is expected to develop.

TRENTON

The 1940 Advisory Committee for the Trenton Market, the members of which were elected by the Inter-State Locals, consists of: William J. Lauderdale, Lambertville, N. J.; Alvin Satterthwaite, Cream Ridge, N. J.; Harry L. Titus and James B. Johnson, Pennington, N. J.; M. Hubert Walton and Eugene Stapler, New Hope, Pa.; Norman S. Davis, Newtown, Pa.; Wm. B. V. Gantz, Hopewell, N. J.; H. H. Fisher and Reuben Van Horn, Stockton, N. J.; J. Walter Livezey, Doylestown, Pa.; and Joshua Tindall, Trenton, N. J.

From this committee the Trenton Inter-State Milk Market Committee was elected, consisting of: Wm. J. Lauderdale, President; Eugene Stapler, Vice-President; H. H. Fisher, Secretary-Treasurer; Alvin Satterthwaite and M. Hubert Walton. The Committee selected Frederick Shangle to continue as Market Manager. His office will continue to be at 19 W. State Street, where he can be reached on Tuesday mornings or by appointment.

It is reported that consumption in the Trenton area is not keeping pace with the increase in production.

The Committee has been studying norm plans and discovered that approximately one-third of the producers in the market are shipping less than their 1939 norms, about one-third between that amount and 110 percent of it, and the remainder are shipping more than 110 percent of their 1939 norms. Plans for 1940 norms will be reported in the February Review.

LANCASTER

The December meeting of the Lancaster Executive Committee was held in the Farm Bureau office on December 22. A review of the market indicated that the supply of milk is ample for the needs of the market, with a slight tendency toward increased production.

The Committee made further plans to increase membership in the Lancaster area, suggesting that present members help sign up neighboring producers who have not yet joined.

The need for preventing milk from freezing during cold weather was outlined by Market Manager C. E. Cowan, who pointed out that frozen milk means a loss to the producers through decreased weight and a lower test.

Mr. Cowan also reported attending the Metropolitan Cooperative Milk Producers' Bargaining Agency annual meeting, held at Syracuse, N. Y., on December 6. The Inter-State is a member of this Agency for the benefit of its Lancaster members, a part of whose milk is shipped to New York.

The price of 3.5 percent milk shipped to the New York market in November was \$2.315 per hundred pounds, f.o.b. Lancaster. This is the blended price which is determined by the following percentages and prices as announced by the Market Administrator:

Class	Percentage	Class Price
I	60.88	\$2.82
II-A	21.84	1.90
II-B	.94	1.991
III-A	1.95	1.591
III-B	3.40	1.595
III-C	3.34	1.195
III-D	6.67	1.170
IV-A	.92	1.095
IV-B	.06	1.225

WILMINGTON

Market conditions are quiet in the Wilmington area at the present time. Members of the Cooperative all have satisfactory outlets.

There will be two dinner meetings in this area during January, District



These cows will be back on pasture almost before we know it. Picture sent by Caroline Plank, Royersford, Pa.

9 meeting at the First Methodist Church in Newark at 6:30 P. M., January 11, and the Elkton and Cecilton Locals of District 10 at the Chesapeake City Fire Hall at 6:30 P. M. on January 23. Inter-State members of these locals will be provided with free tickets; others are also welcome.

Hold Milk Contest At Farm Show

Cups, medals, cash awards and other prizes await those milk producers of Pennsylvania whose milk wins over the other entries in the annual milk contest at the Pennsylvania Farm Show, January 15-19. In this show separate classes are provided for milk from herds tested for both tuberculosis and Bang's disease and herds tested for tuberculosis only. Three divisions are provided in each of these classes, depending upon size of herd. There is also a class for producer-retailers, with two divisions, and additional classes for certified milk and pasteurized milk.

All entries must be made not later than noon on Saturday, January 13. Details of the contest together with entry blanks may be obtained from the Farm Show Commission or from the Inter-State Milk Producers' Cooperative. Points on which entries will be judged, with perfect score on each of the points, include (a) bacteria 45 points; (b) flavor and odor 25; (c) acidity 15; (d) visible dirt 10; and (e) bottle and cap 5.

Not only are prizes awarded for the winner of each of the ten classes and divisions, but the Inter-State Milk Producers' Cooperative is making an award for the highest score in the contest made by a member, regardless of class or division. Similar awards are to be made by other dairy cooperatives to their members. Several of the dairy breed associations likewise are offering prizes to the exhibitor who obtains the highest score on milk produced by cows of their respective breeds.

A Tribute to Dr. Lyons

Following is the tribute paid to Dr. Hannah McK. Lyons by Miss Myra Boucher at the luncheon in Dr. Lyons' honor following the women's session of the Inter-State Milk Producers' Cooperative annual meeting on November 28. Miss Boucher has long been associated with Dr. Lyons on the staff of the Philadelphia Inter-State Dairy Council, thus is keenly aware of her manifest abilities and wise counsel.

This tribute is being published in lieu of the regular women's page article that Dr. Lyons' many friends who could not attend the meeting may read it in full.



Dr. Hannah McK. Lyons

IT SEEMS ambiguous if not utterly impossible even to imagine that one and the same occasion could be filled with both difficulties and privileges and yet that is the way I feel at this moment. Never in my life have I felt more inadequate, never more unfit for a role than the one of outlining in a few moments some of the contributions Dr. Hannah McK. Lyons, our Guest of Honor, is making to the Dairy Council. Yet, at the same time, I feel it a great privilege, an opportunity, and an honor. Yes, I am proud to be the spokesman for the Dairy Council on this occasion.

In thinking over the matter, some of the qualities and contributions that Dr. Lyons is unquestionably weaving and has woven into the very fabric and fibre of the foundations of our organization loomed up in my consciousness. Time will permit me to enumerate comparatively few of them, but among them are genuineness, humility, enthusiasm, joy and most certainly loyalty.

Rare Qualities

As I reflected and conjured upon these things, I knew I must have help, so I consulted Mr. Webster. His definition of "genuine" is "unaffected, not hypocritical, but frank and true." Those of us who have had the privilege of knowing Doctor over a long period of time feel the force and the depth of this quality beyond Mr. Webster's words to describe or define.

According to the dictionary, "humility" is the quality of meekness, unpretentiousness, and no matter whether the association has been over a long or short period of time, we all agree that her many contributions are always made with the greatest amount of modesty, the greatest amount of unpretentiousness.

Mr. Webster defines "enthusiasm" as "an ardent zeal for a person or a cause." This zeal with Doctor is a sustained quality. Little pleasure trips, more often than not, resolve themselves into opportunities to drop a subtle word or a subtle

to prove the worth and the value of its individual members, very deep is her loyalty, very deep her devoted allegiance!!

Definitions Inadequate

My time is almost spent and the one comfort I feel in being so inadequate and so incapable of doing justice to this opportunity is the fact that Mr. Webster has been inadequate also. When he who has compiled a dictionary cannot inject the full meaning of her contributions into his definitions, how can I, a lay person, whose words are always out hiding behind the barn or chicken coop when I have most need for them. (Perhaps these spots are chosen because I grew up on a farm.) At any rate, words are always unkind to me—never near when I have most need for them, as I have today.

In closing, I'd like to say that years may change many things about the Dairy Council; its staff may change, its personnel may change, yes, even its policies may have to be altered but Dr. Lyons' contributions will live on and on because neither time nor change can rob it of such immaterial riches. They are like spiritual candles which many winds cannot blow out. They will survive! They will survive because they are contributions of a true and noble woman.

The pearl of cost may soon be lost,
The stars may not illumine,
But grander far than pearl or star
A true and noble woman.

Study Pasture Management

A 90-acre farm near Montrose has been leased by the Pennsylvania State College for a period of 10 years for use in pasture management experiments in cooperation with the U. S. Department of Agriculture, it is announced by C. F. Noll and S. I. Bechdel of the departments of agronomy and dairy husbandry at the College.

The College has complete control over the management of the farm which is owned by Dr. T. M. Thompson, vice-president of the American Red Cross.

The tentative program of management calls for pasture fertilization trials, two or three different methods of permanent pasture management, shortley pastures, experiments with new types and strains of pasture grasses, controlled grazing, and variety trials of oats and corn on the tillable acres used in connection with the pasture rotation program.

thought here or there which many times grows into an opportunity for the Dairy Council to sow its seeds.

"Joy", the dictionary defines as "a lively emotion of happiness, exulting gladness". And may I pause here to say that joy is not a fruit that will grow in barren soil. Joy in her work is the pulse beat of Dr. Lyons activities. This she radiates until one feels she could easily have inspired Angela Morgan's poem which Miss Morgan chooses to call Work or "A Song of Triumph". Time will permit me to read just one stanza.

WORK

Thank God for the might of it,
The ardor, the urge, the delight of it.
Work that springs from the heart's desire
Setting the brain and the soul on fire,
But what is so good as the heat of it
And what so glad as the beat of it
And what so kind as the stern demand
Challenging the brain and heart and hand!

Now we come to "loyalty". And this we agree is one of Dr. Lyons' most liberal contributions. Mr. Webster defines it "as devoted allegiance to a person or a cause," and very often we find Doctor going out of her way to make opportunities to prove the worth and value of Dairy Council work. Yes,

Nat'l Milk Producers Federation

Discusses Vital Subjects at Chicago Meeting

WITH 300 delegates present, more than 350,000 Dairy men were represented at the 23rd annual convention of the National Cooperative Milk Producers Federation, which met in Chicago in November. A wide variety of subjects was discussed and was marked by the excellency of papers presented and the live open discussions.

National and market problems facing the producers belonging to member associations were explored and discussed. Among them were such problems as the reciprocity trade agreements being sponsored by the State Department, which were severely criticized. The national advertising campaign, for boosting consumption of dairy products, soon to be launched was another subject.

"The One Hope"

Dr. Arthur E. Holt, of Chicago University, told the convention that "the farmers' cooperatives constitute the one hope of a democratic nationalism", and O. E. Reed, Chief of the U. S. Bureau of Animal Industry, gave encouraging information relative to new developments promising increased use of dairy products. He also pointed the way to more profit by farmers, via lower production costs through better feeding and breeding methods.

The highlight in discussions came in a panel arrangement covering the question of public control of dairy prices. There was considerable conflict in opinions, but out of it came at least one suggestion for a policy which, it was declared, "will solve the dairy marketing problem."

Interference Opposed

The Federation also discussed interference with membership morale by radical elements and a resolution called for general resistance to the on-slaught of radical groups. The Federation voiced approval of the stamp plan for the distribution of surplus foods to persons on relief or on relief work projects. They also favored the maintenance of the Federal program for the purchasing of surplus dairy products as a means of stabilizing producers prices.

The Federation, in one resolution, urged restoration of the Farm Credit Administration as an independent agency. In another resolution they called for the restoration of a parity between the purchasing power of agriculture and that of industrialists, dealers and organized labor.

The Pure Milk Association of Chicago provided entertainment at two programs of the Federation's convention and also supplied lunch to the delegates during two of the noon recesses. At each of these lunches the delegates disposed of 10 cases of milk and 25 pounds of cheese.

At the closing of the session, N. P.

Hull, of Lansing, Michigan, was re-elected president and Charles Holman was re-elected secretary of the Federation. All directors were also re-elected, among them being B. H. Welty, Waynesboro, Pa., president of the Inter-State Milk Producers' Cooperative, and F. P. "Daddy" Willits, of Ward, Pa., who is a life member.



"Diddle" is after that apple in J. M. McMakin's pocket. Picture taken on his farm, St. George's, Del.

Rural Life Undergoing Fundamental Changes

One of the most noticeable trends in rural areas is the number of city workers moving out to rural communities within driving distance of their jobs. Dr. M. E. John, of the department of rural sociology at the Pennsylvania State College, says.

Many small rural communities in Pennsylvania are filling their vacant houses and are occasionally building new ones, he points out. This does not mean, however, that these communities will become part of a neighboring city; they will remain rural, although they may not remain agricultural.

He explains that modern conveniences and improvements have brought advantages in rural living.

Another social trend is the reorganization of the rural school system, he claims. Centralization has a tremendous effect on the lives of rural people as the new buildings will be the center of community activities and community pride for years to come.

Improvement of rural health is also in the limelight. Dr. John points out. Better trained doctors, improved facilities, such as clinics and hospitals, and the prevention of disease as well as its cures are wanted. Leaders are becoming a-

ware that good nourishment and housing are closely associated with health.

The rural community is holding its own so far as recreation is concerned, he claims. Emphasis is being placed on the homemade variety in contrast with urban commercial recreation. There is a renewed interest in family reunions, hunting, fishing, community parties, square dances, and other traditional fun-making activities. Many city groups are copying these activities or are migrating out to the country on weekends to enjoy rural recreation.

Flossie Gay—"You'll never catch me going out to dinner with an editor again."

Girl Friend—"Was he broke?" Flossie—"I don't know whether he was broke or not, but he put a blue pencil through about half of my order."

With a record of 940.1 pounds of butterfat in 365 days, a registered Holstein cow owned by the Pennsylvania State College produced more than five times as much fat as the average dairy cow, A. L. Beam, professor of dairy husbandry, reports. Her milk production was 27,205 pounds, testing 3.5 per cent butterfat.

Are You Planning a Party?

Miss Mary Forman, of Dairy Council Staff, Recommends "Pitch-In" Party For Easy Entertaining

PARTIES AND WINTER months make demands on the time and ingenuity of those women who must entertain formally or informally. Most of us, especially the young people home from school and college, are in favor of the informal party with its easy friendly comradeship. And so, the next time you have after-movie guests, or neighbors drop in for the evening, or one of the children brings a crowd of hungry youngsters in for "something to eat", turn your kitchen over to the "pitch-in" party.

First of all, remember that, just as when you are entertaining at dinner or at luncheon, you have a responsibility as a hostess to send your party guests away feeling better and more "keyed up" physically for what they have eaten—not feeling over-stuffed. So always make your party menus, just as this one does, combine appetizing, light foods—foods that your guest have not already eaten too much of during the day. It's a wise and successful hostess who always keeps this simple menu rule in mind.

For decorations for the "pitch-in" party, choose a red and white checked oilcloth tablecloth. It will look gay and yet clean easily. If you have them, use fiesta-style dishes in red and yellow. If not, use paper plates and cups and saucers and there'll be no tiresome washing up afterward. Have all these ready in the kitchen, but don't set the table. That would spoil the fun. (A couple of gay aprons wouldn't be amiss either.)

Now when Mary and Alice and Jane say, "Can't we help you do something?", surprise them by answering, "Yes; come right out to the kitchen; and you can come along, Tom and Joe and Bill." Let someone whisk on the festive cloth, another set the table and still another help you in preparing the simple, easy to make, but very good dishes, recipes for which are given below.

When it's all over, you'll find your guests have enjoyed themselves immensely and that you yourself haven't had to miss half the fun of the gathering by spending most of your time before and after the party in the kitchen.

Cheese Sponge in Bread Patties

Glazed Apricots

Cocoa

Cheese Sponge
3 eggs
1 tbsp. flour
1/2 tsp. salt

1 c. milk
1/2 c. cheese
Dash of pepper

Beat eggs until light, add flour, which has been thinned with 2 tbsp. milk, the milk and seasoning. Cut cheese into very small pieces, add to mixture. Pour into well greased top of double boiler and set over boiling water. Cook without stirring for 25-30 minutes until set. Do not remove cover during first 15 min. If desired 1/2 tsp. prepared mustard may be added.

Bread Patties

Remove crust from bread slices. Brush with melted butter and fit into muffin tins. Place in moderate oven until brown—15-20 minutes.

Glazed Apricots

Drain canned whole apricots and put in large frying pan with 1/2 c. of the syrup, 1/2 c. brown sugar, dash of salt, 1/4 tsp. ground cloves and 2 tbsp. butter. Simmer, turning apricots often. When beautifully glazed, drain from syrup, stick a whole clove in each apricot. Peaches may be substituted for apricots. (Happy thought—save this thickened syrup and serve on vanilla ice cream).

Cocoa Paste

1 cup cocoa 2 cups water 1 cup sugar
Mix and let boil 5 minutes over open flame. place in double boiler 20-30 minutes.

Cook and store in glass jar in refrigerator and use as needed.

Buttermilk Griddle Cakes

Cream Corn Beef

Carrot Strips—Apple Rings—Radishes

Buttermilk Griddle Cakes

2 c. flour
1 tsp. soda
1 tsp. salt

1 tbsp. sugar
2 1/4 c. buttermilk
1 egg

Sift, then measure flour. Sift again with dry ingredients. Combine beaten egg, buttermilk and melted butter. Add together, stirring only until smooth. Heat griddle slowly. Test heat by dropping on few drops of cold water. If water forms dancing bubbles, temperature is correct. Unless griddle is type requiring no greasing, it should be greased with unsalted fat.

Creamed Corn Beef

1 can corned beef 4 tbsp. flour
2 c. milk 4 tbsp. butter
Melt butter over hot water, gradually blend in flour. When mixture is smooth, add milk a little at a time, stirring constantly until thickened. Add corned beef which has been broken with fork, and salt.
Variations: (1) Chopped parsley
(2) Chopped pimiento
(3) Diced hard cooked egg

Telling Blind About Milk



This teacher of the blind, in demonstrating the story of milk with Braille charts, is carrying Dairy Council work into every nook and corner of the city.

HERE Miss Margaret Deaver, graduate of Overbrook School for the blind, uses food models to give her blind students a "mental picture" of the nutrition value of foods. These models help those who cannot see them, to recognize the basic foods of the diet and to learn the familiar dietary rules.

Miss Deaver translates the Dairy Council graphs and charts into Braille for teaching blind students food and nutrition. This gives them both a personal and economic viewpoint—illustrative material for

those who can not see! Dairy Council material helps provide them with a background of knowledge concerning nutritive value of all common foods on a Scientific basis. She says, "relative amounts in familiar foods will mean very little unless they know a little about the nature of the essential itself, and its effect upon the human body."

It is hard to realize, until a story such as this of the Braille food graphs comes to light, how Dairy Council food education and the story of milk travels into every nook and corner of the public consciousness.

Importance of Cooperatives Greater Than Ever

WE SOMETIMES hear it said that because of State or Federal assistance in a milk marketing program, there is no further need for a cooperative. This, however, is never said by anyone who has thought the subject through and looked at every factor involved.

Even in the immense New York City market which is now operating under joint Federal-State control, there is need for cooperatives, and there is a tremendous amount of work for cooperatives to do. This was driven home to cooperative leaders attending the Metropolitan Milk Producers' Bargaining Agency meeting held at Syracuse, N. Y., on December 5. E. M. Harmon, administrator of the New York milk marketing order, said to the co-operative leaders, "the important job, as we see it right now, is that of keeping producers informed, and that certainly is a co-operative function. We have a tremendous job in parts of the milk shed today in explaining to producers the necessity for a classified price plan, market wide pooling, and orderly procedure. Some producers do not understand that all three of these are essential if the farmers of this milk shed are to enjoy even a living income. When 61,000 milk producers and their families thoroughly understand this milk marketing plan, and all the principles that are involved in it, then our troubles will largely be over. However, that one job in itself is the biggest challenge that can possibly be presented to a group of co-operatives. It means a tremendous amount of 'home work' on the part of everyone of you in every organization in the whole territory."

Develop Understanding

That this matter of developing an understanding is not a new problem was emphasized by Mr. Harmon when he said, "Most of the tragedies in the world's history can be traced right back to misunderstanding. The answer to the question as to why Christ was crucified was that of misunderstanding on the part of most of the people. Our revolution came about as a result of misunderstanding on the part of the English. The depression since the War came about as a result of a lack of understanding on the part of financiers and those involved as to the relationship of gold to the dollar and to commodity values. No one can ever estimate the human

suffering that might have been overcome had people really understood what makes these tremendous price fluctuations. The milk strike of last summer need never have come about had people understood.

We Face a Challenge

"The answer may be made to these assertions that human greed and selfishness will retard our efforts. However, we are just as sure, when the people as a whole thoroughly understand the problem, that right and good judgment will prevail," asserted Mr. Harmon. He continued, saying, "That means that the challenge faces all of us to see that our bankers, our merchants, our teachers, preachers, and the producers themselves, thoroughly understand the principles involved in co-operative marketing and the marketing plan that you are supporting. The picture should not be painted too rosy but should be sold on its merits. Like everything worth while, the price is high. It calls for a tremendous amount of work and of sacrifice on the part of those of you who have committed yourselves to the program of a sound stable marketing plan. Whether or not this particular plan is the one that finally prevails, or whether or not it prevails in exactly its present form, the goal is financial security, independence and opportunity for farm boys and girls, and for farmers themselves, on 61,000 farms in the hills and valleys of the New York milk shed."

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during November, 1939.

Farm Calls	1389
Non-Farm Calls	295
Butterfat Tests	3659
Plants Investigated (first half Nov.)	11
(second half Nov.)	25
Herd Samples Tested	700
Brom-Thymol Tests	128
Microscopic Examinations	20
Membership Solicitation	261
New Members Signed	36
Local Meetings	43
Attendance	901
District Meetings	11
Attendance	119
Committee Meetings	17
Attendance	196
Other Meetings	5
Attendance	161



Esther Carroll of Chestertown, Md., snapped this picture of brother Ed. Carroll, Jr., and his pet ponies, three good pals.

Add Years To Life and Life To Years

Enjoy better meals and thereby take an option on a longer term of more efficient years. This promise, made in an address recently by Dr. H. C. Sherman of Columbia University, is reported by the National Dairy Council.

And "better" meals, according to Dr. Sherman, means "more of fruits, of vegetables, especially the green and yellow ones, and of milk, including (also) such of its products as cheese, cream and ice cream". The addition of these foods would enrich the diet in three basic food elements—calcium and the vitamins A and G—each of which is often lacking in the food supply of American families.

Milk Makes the Difference

This promise is not merely hopeful prediction. It is based on years of scientific experimentation and research. Long ago Dr. Sherman discovered that simply by doubling the proportion of milk fed to white rats in his laboratory he could remarkably improve their health and lengthen their life. This was the first evidence that a diet theretofore considered "adequate" could be improved by the addition of one of the "protective" foods. Furthermore, in the light of the then existing dietary standards the possible optimum of improvement seems not as yet to have been established. Experiments with increased amounts of calcium and vitamin G give definite promise of even better nutrition. The important fact of Dr. Sherman's discoveries for the dairy industry is that milk solids are by far the best source of calcium in the American food supply and are rich and important sources of vitamin G.

First Soldier: "You look sad, Bill. What's the matter?"

Second soldier: "Well, I have sent my girl two letters a day ever since I enlisted and now she has married the postman."

Efficiency Termed Vital To Jersey Farm Profits

Although New Jersey farmers must adopt better grading and packing practices, advertising programs and better marketing methods in general, efficiency in production will remain the keystone of successful agriculture in the Garden State, according to Dr. William H. Martin, dean and director of the State College of Agriculture and Experiment Station, Rutgers University.

Urging that advertising receive "careful consideration," Dr. Martin warned that "we cannot afford to jump into an expensive advertising campaign unless we have something to advertise There is no system of marketing, no advertising campaign that can overcome the handicap of low yields and high production costs."

Terming Jersey farmers a "progressive group", he concluded that "there is no reason why we cannot, by working together, place our agricultural industry on a sound basis and make farming in New Jersey a venture which will insure our farm families a decent return on our investment."

Simple Ways to Check Gullies On Your Farm

Gullies are quite common on hilly or rolling farmland. Unless precautions are taken to prevent further erosion, the gullies may become so large as to make it impossible to cross them with farm machinery.

One way to reduce gullying is to farm the land in strips following the contour, claims J. B. R. Dickey, Extension Agronomist at Pennsylvania State College. If the gullies are quite large, other steps may be necessary. Much can be done during fall and winter to close gullies.

Leaving natural waterways in sod is perhaps the best preventative against the development of gullies. The sod will not wash and in addition will hold much of the soil washed onto it by the runoff water. Spreading straw manure where gullies tend to form in grain fields often will prevent them. Not only does the straw check the flow of the water, but the added fertility promotes ranker growth of grass and grain which also helps hold the soil.

Large gullies can be filled and healed over in one or two seasons by filling them with brush or corn fodder. Fodder is conveniently available on most farms and most farm machines can be driven over fodder-filled gullies. Precautions must be taken to prevent the straw or brush being washed down the gullies.

Professor Dickey warns that gully dams of wood or stone are seldom

FAST MILKING DOES GET MORE MILK! and **Surge** IS THE FASTEST MILKER EVER BUILT!

SURGE MILK TRAVELS ONLY 4 INCHES INSTEAD OF 4 FEET FROM TEAT TO PAIL. JUST 4 PIECES OF RUBBER TO WASH



Authorities agree that faster milking DOES get more milk—and Surge is the fastest milker ever built! NO claws. Surge uses rust-proof, easiest-to-clean STAINLESS STEEL in every metal part touching milk. Surge's exclusive Adjustable, Variable Pull feature enables you to do a faster, cleaner, more profitable job with less labor. Sold on Easy Terms.

NEW Surge MILK COOLER

"Shrouded Air Current"

Surge SHROUDED Milk Cooling Unit—Complete with Steel Cabinet



Surge's proved superiority has come about through an exclusive new cooling principle... SHROUDED AIR CURRENT which puts every bit of air to work cooling the entire condenser and greatly increasing the efficiency (explained in our catalog). BIG ICE RESERVE keeps the cooling water ice-cold and cools the milk faster. FACTORY SEALED COMPRESSOR UNIT comes to you ready to run. Does not require a refrigeration engineer... Factory adjusted for maximum efficiency and can be installed in Factory-Made Steel insulated tank or your own insulated concrete tank. Sizes: 2 to 30 can capacity. Learn how easy it is for you to own and operate one. Mail coupon!

SHROUDED Unit for your own Concrete or Steel Tank

MAIL THIS COUPON NOW

Dealers! Agents!
Good territory just opened to Dealers and Agents. Write for details.

Surge Milk Machine Co.
566 Spencer St., Dept. 6831, Syracuse, N. Y.
Gentlemen: Send your free catalog, prices and Easy Terms offer on
☐ SURGE MILKER ☐ SURGE COOLER

Name.....
Address.....
No. Cows Milked.....

successful and frequently result in a widening of the gully.

Once a gullied depression has been healed, never plow the sod, he advises. If a sod strip of sufficient width is left, there is little danger that a new gully will form on either side. The sod strip will prevent the loss of soil and annoyance that a gully would cause.

Politeness is to do and say the kindest thing in the kindest way.

It's easy enough to be pleasant
When life flows by like a song,
But the man worth while is one who will smile
When everything goes dead wrong,
For the test of the heart is trouble,
And it always comes with the years,
And the smile that is worth the praises of earth,
Is the smile that shines through tears.
—Ella Wheeler Wilcox

Synthetic wool is being made from casein. This wool is capable of taking the dyes used in coloring real wool.

On Christmas night in 1863 a group of farmers met at Riverhead, New York and organized the Riverhead Town Agricultural Society. One of the farmers who attended that meeting was D. Halsey Hallock. Mr. Hallock, who is 100 years old, is still a member, having been a member of this Cooperative for 76 years. We dare say that Mr. Hallock enjoys the distinction of being the oldest cooperator in length of membership in the country.

"Is your wife economical?"
"Oh, very! We do without nearly everything I need."



Famous Animal Clipper
New Improved Model
Only \$17.50 POST PAID
Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original single unit clipper—at the lowest price in history. The Andis is easier to operate—its weight rests on the animal as you guide it with the form fitting handle. Has a more powerful, fan cooled and dust sealed motor—no shaft or outside. Blades run on hardened steel roller bearings—are quickly interchangeable for clipping cattle, horses, sheep, dogs, etc. The Andis is the choice of leading dairymen, Army Posts, Hunt Clubs, and Breeders everywhere.

Low Cost Operation :: A Battery Runs It!
You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC only \$17.50. Models for 6 v. storage battery, 9 v. DeLaval Unit, 32 v. light plant, 220 v. High Line, 82 extra. 20 feet of unbreakable rubber-covered cord regular equipment. Send only \$1.00 (specify volt. age wanted)—pay postman balance (no pay postage) or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

10 Days Trial Money-Back Guarantee
ANDIS CLIPPER CO., Dept. A-17-A Racine, Wis.

CASH PRIZES FOR PICTURES

Entered in the Review Picture Contest

Prizes:
\$5.00 if picture is used on front page. \$1.00 if used on inside page.

Open to:
Members of Inter-State Milk Producers' Cooperative and their families.

Requirements of picture:
Clear, sharp outlines; attractive background. Farm subject, that will interest others on its merits.

Description of picture (brief)

Identification of sender.

(Unused pictures will be returned.)

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 4 cents a word, \$1.00 minimum, per insertion. Each initial and abbreviation counts as one word. Cash with order.

CLIPPERS

CLIPPER BLADES SHARPENED. Enclose 50¢ with each set of blades mailed. Satisfaction guaranteed. Prompt service. Andis and Stewart Electric Clippers, Repair, Parts, Blades. Send for 1939 clipper book. GEO. F. CREUTZBURG & SON, Dept. D., 119 North Sixth St., Philadelphia.

SALESMEN

MILK SALESMEN—One sale per week makes big income. Each neighborhood sale brings many more; capable hard workers make \$4,000 or more. Paul Grant, S.M., Dept. 201A, 520 N. Michigan Ave., Chicago, Ill.

Kind hearts are the gardens;
Kind thoughts are the roots;
Kind words are the flowers;
Kind deeds are the fruits.

Markets Are Steady

WITH THE SEASON of short milk production now here and accompanied by an apparently better demand the market for fluid milk, as well as for most manufactured dairy products, shows fair strength.

The Class I price to producers was increased in December in several markets. In North Jersey markets this increase was 15 cents per hundred pounds. The Pittsburgh, Pa., price is up 30 cents; at Cincinnati, Ohio, 40 cents; Canton, Ohio, 32.5 cents; Cedar Rapids, Iowa, 14 cents; Knoxville, Tennessee, 30 cents and San Francisco, California, 21 cents. Several of these markets also experienced increases in retail prices, the North Jersey and San Francisco prices going up 1/2 cent per quart, and in Pittsburgh the increase was 1 cent per quart, with a slight increase also at Knoxville. The North Jersey market is under state control, while Cincinnati is operated under a Federal order.

Fluid Milk sales continued their upward trend during November, according to a report by the Milk Industry Foundation covering 136 markets of the country. The increase over November, 1938, was 0.78 percent, this being the ninth consecutive month in which daily average sales were greater than for the corresponding months of 1938.

The same report states that employment decreased 0.36 percent in November, compared with November, 1938, while payrolls increased 0.94 percent, indicating higher average wages of milk plant employees.

Milk production is showing upward trends throughout the country, as reported in considerable detail on page 2.

The local situation also shows an upward trend, according to the records of approximately 5,000 producers. Their average production was 206 pounds per day in November, 1939, an increase of 19 pounds, or 10 percent, over November, 1938, but showed a seasonal decrease of 10 pounds per day from October, 1939.

Cream prices have fluctuated slightly during the month, with prices quoted in the United States Department of Agriculture's report for the week ending December 23 at \$13.50 to \$14.00 per 40-quart can of 40 percent cream. The lower price was for cream having Newark and New Jersey approval only. These prices are equal to \$1.60 to \$1.70 per hundred pounds of 4 percent milk, without allowing for pasteurization and handling costs, and with no allowance for the value of the skimmilk.

Butter prices have been slightly erratic during December, with a range from 29.5 to 31 cents per pound for 92-score butter in wholesale lots at New York. The average price for the month was 30.15, a slight increase over the 30.07 cent average for November, and well above the 28.4 cent average in December, 1938. Butter storage holdings in the 10 leading markets of the country totaled 41.6 million pounds on December 28, 1939, as compared with 109.2 million pounds for the same day in 1938. Of this amount, Federal agencies own approximately 15 million pounds, which is only a fraction of the amount held by these agencies a year ago.

Butter and cheese production in November showed a seasonal decrease from October and was also slightly less than in November, 1938. Cheese production dropped 11 million pounds from October to November, while butter production dropped off 9 million pounds. Butter production was 4.5 million pounds less in November than a year earlier, while cheese production was about the same.

Evaporated milk production was 23.5 million pounds higher in November than in November, 1938, but was 18 million pounds less than in October, 1939. Stocks of evaporated milk on hand showed a slight increase on December 1, but were still 34 percent lower than on the same date in 1938 and 7 percent less than the five-year (1933-37) average for that date.

Prices paid to producers by evaporators averaged \$1.48 per hundred pounds of 3.5 percent milk during November. This was 27 cents higher than a year ago and 5 cents higher than in October. The U.S.D.A. reports that the wholesale price per case (48-14 1/2 ounce tins) of evaporated milk was \$2.93 in November, which is 4 cents higher than in October and 25 cents a case higher than in November, 1938.

Feed prices in Inter-State territory during December averaged from 2 to 10 percent higher than in November, except that linseed meal showed a 1.78 percent reduction. Likewise, feed prices ranged 8 to 22 percent higher than in December, 1938, with linseed meal down 8 percent, again being the only exception. Further information on feed prices will be found in a table on page 6.

Butterfat tests of bottled milk bought from stores and wagons during December, showed an average of 4.33 percent butterfat for Grade A milk and 3.74 percent for Grade

B milk. Similar tests in December, 1938, showed a 4.39 percent butterfat content for Grade A and 3.66 percent for Grade B milk.

DECEMBER, 1939, BUTTER PRICES			
Date	Philadelphia	New York	Chicago
1	29 1/2-30	29 1/2	29 1/4
2	29 1/2-30	29 1/2	29 1/4
4	29 1/2-30	29 1/2	29 1/4
5	29 1/2-30	29 1/2	29 1/4
6	29 1/2-30	29 1/2	29 1/4
7	30-30 1/4	29 1/2	29 1/4
8	30 1/4-30 1/2	30	29 1/4
9	30 1/2-30 3/4	30 1/4	29 1/4
11	30 3/4-31	30 1/2	29 1/4
12	30 3/4-30 3/4	30 1/4	29 1/4
13	30 3/4-30 3/4	30 1/4	29 1/4
14	30 3/4-30 3/4	30	29 1/4
15	30 3/4-30 3/4	30 1/4	29 1/4
16	30 3/4-31	30 1/2	29 1/4
18	31-31 1/2	31	29 1/4
19	31-31 1/2	31	29 1/4
20	31-31 1/2	31	29 1/4
21	31-31 1/2	31	29 1/4
22	30 3/4-31	30 1/2	29 1/4
26	30-30 1/4	29 1/2	29 1/4
27	30 1/4-30 1/2	30	29 1/4
28	30 1/4-30 1/2	30	29 1/2
29	30 1/4-30 1/2	30	29 1/2
Average	30.51	30.15	29.34
Nov. '39	30.62	30.07	29.51
Dec. '38	28.90	28.40	27.39

Free Booklets—Write For Them

Readers of the REVIEW are urged to write for any or all of the several free catalogs and booklets that are announced in this issue. They are full of valuable ideas and suggestions. When writing for them, a postal card will do, just mention that you saw the announcement in the MILK PRODUCERS REVIEW.

Treating Fence Posts Increases Durability

The life of almost any non-durable wood used for fence posts can be extended to 20 years by a preservative treatment properly applied, says, E. R. Gross, agricultural engineer at the New Jersey Agricultural Experiment Station, Rutgers University.

"Wooden fence posts may be divided into two classes—durable lasting eight to 20 years, and non-durable, lasting from two to seven years," he says. "Many posts will last even longer than the ages indicated. Some less durable woods which are suitable for posts are; maple, white ash, hickory, birch, beech, gum and pine.

"The materials listed as durable will not absorb enough preservative to increase their life materially, but the life of non-durable woods may be greatly increased by proper treatment.

"Creosote is very effective as a preservative. If brushed on, even when hot, creosote only slightly increases the life of posts because penetration is shallow and decay often starts under the treated layer. Open tank treatment requires two hours' immersion in creosote kept at about 200 degrees Fahrenheit.

Full information on how to apply the preservative treatment can be obtained from county agricultural agents.

Kill LICE This Economical Way!

YOU'LL FIND Gulf Livestock Spray just as economical as it is effective and convenient for killing lice on stabled stock. Delousing treatments for cows require 3 oz. of spray each, and cost less than 3 cents per animal.

It's easy to use, too—no clipping, powdering, or dousing is necessary... just spray the entire body of the animal and brush spray into the hair with a stiff-bristled or ordinary scrubbing brush. The pure Pyrethrum in Gulf Livestock Spray quickly kills the lice it touches.

Gulf Livestock Spray is so mild and pure it doesn't burn or blister the animals' skins or cause the hair to fall out. In fact, it actually helps to keep their coats smooth and glossy. Start your treatments today!



1. SPRAY IT ON!



2. RUB IT IN!

GULF LIVESTOCK SPRAY

For Sale by Many Leading Feed Stores, Milk Companies, and Gulf Service Stations... 1 Gal. Can \$1.19 — 2 Gal. Can \$1.99



FREE! Ask for Gulf's helpful "Farm and Ranch Bulletin" which lists control methods for lice, scab mites, and other external insect parasites. Write: Gulf Oil Corp., Gulf Refining Co., Dept. S-3, Gulf Building, Pittsburgh, Pa.



Meeting Calendar

January 9-12—Annual Meeting of National Cooperative Council—Hotel Washington, Washington, D. C.

January 11—District 9 dinner meeting—First Methodist Church, Newark, 6:30 P.M.

January 12—Pennington Local—Home of Warren Van Wagoner, Pennington (Old Scotch Road), 8:00 P.M.

January 15-19—Pennsylvania State Farm Products Show—Harrisburg, Pa.

January 16—District 19 dinner meeting—Firemen's Hall, Chestertown, Md., 6:30 P.M.

January 16—South Jersey Inter-State Milk Market Committee—Woodbury, N. J.

January 23—Altoona-Huntingdon Inter-State Milk Marketing Committee—County Agent's Office, Hollidaysburg, Pa.

January 23—Elkton & Cecilton Locals, dinner meeting—Fire Hall, Chesapeake City, 6:30 P.M.

January 23-26—New Jersey Agricultural Week and Farm Show—Trenton, N. J.

January 25—Wilmington Inter-State Milk Market Committee—Newark, Del.

January 31—Trenton Inter-State Milk Market Committee—19 W. State Street, Trenton N. J.

Bill: "It's all nonsense about it being hard for a college fellow to get a job."

Jim: "Then you didn't have any trouble finding one?"

Bill: "One? Why, I've had four jobs in the last four weeks."

IT WILL PAY YOU
TO USE THIS
BETTER
DAIRY FEED!



MANY dairymen forget that it takes the equivalent of 25 lbs. of 4% milk daily to cover overhead and feed costs of maintaining the average dairy cow. Profit comes from the production they get above 25 lbs. daily.

A good average cow, giving 30 lbs. of 4% milk daily, on an average grain ration, should be fed 10 lbs. of grain daily. It is not unreasonable to expect a high-quality Beacon Dairy Ration to increase her daily production a pint (1 lb.) or more per day.

On this basis for every 10 lbs. of Beacon Dairy Ration you could get the price of a pint of milk more than you could get by using 10 lbs. of the average ration. In other words the difference in production per ton of the rations would be 100 quarts of milk.

But equally important, Beacon Dairy Rations will help to maintain the condition and health of your cows—thereby helping to increase production through successive lactations and lengthening their productive life.

The reason for all this is the Beacon policy—a policy which definitely states *that every ingredient used in Beacon Feeds must be of first quality and must make a distinct contribution to the feeding value of the final ration. All ingredients are blended according to the latest scientific research and the soundest feeding experience.*

This policy has guided us from the very beginning. Even when the price of certain high-quality ingredients increases, we never cheapen our formulas or let down our standards. That is why thousands of Northeastern dairymen have proved that it pays to buy Beacon—even though it may cost a few cents more per bag.

See your nearest Beacon Dealer today.



We also make feeds for
chickens, turkeys,
ducks, game birds,
horses, swine, beef cattle,
sheep, goats, rabbits and dogs.



The BEACON Milling Co., Inc.
Cayuga, N. Y.

BEACON Dairy Feeds

A doctor had an urgent phone call from a gentleman who said his small son had swallowed his fountain pen.

"All right! I'll come at once," replied the doctor. "What are you doing in the meantime?"

Whereupon came the unexpected answer, "Using a pencil."

Let us, then, be up and doing.
With a heart for any fate;
Still achieving, still pursuing,
Learn to labor and to wait.

—Longfellow

"For when the great scorer comes
to write against your name,
He writes not that you won or lost,
but how you played the game."

Common sense in an uncommon degree is what the world calls wisdom.

"Now," be sure to write plain on those bottles," said the farmer to the druggist, "which is for the horse and which is for me. I don't want anything to happen to that horse before I get all the hay cut."

Milk P

Library,
Dept. of Agr. Economics,
Cornell University,
Ithaca, N. Y.

view

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XX

Philadelphia, February, 1940

No. 10



There's No Place Like Home

What Belonging to Inter-State Means to Me

The value of membership in the Inter-State Milk Producers' Cooperative is told most affectively by the members themselves. An outstanding example of this occurred at a meeting in District 1, when the president of a local in that district told his story. At his request his name is not being used. The story follows:

SOMETIMES we members of the Inter-State are wondering why neighbors who need the organization just as much as we do, have not joined. I think it is because they do not know what the Inter-State means to us members—and can mean to them.

Saved Market Twice

I want to tell you my own experience. Twice during 1939 I lost my milk market due to conditions entirely beyond my own control. In each case the Inter-State took care of my milk until I was again properly placed. I didn't lose a cent. This was a saving to me of many years' dues, aside from the other benefits derived from services by the fieldmen. Besides this, there was the general market stabilization work during 1939, when, because of high production and other conditions in the market, a serious break in price was threatened—but was prevented.

This made me study my business and I want to tell you a few things I found from my records. I found that the commission I pay as an Inter-State member is really a very reasonable rate of insurance of my market for nearly fifty tons of milk last year. I find that I paid several kinds of insurance and unavoidable charges as follows:

Some Other Insurance

- \$1.00 for the privilege of driving a car;
- \$10.00 for the privilege of owning a car;
- \$19.00 liability insurance against damage to the other fellow's person or property and \$19.00 collision insurance against damages to my own car, making \$38.00 insurance which I hope I never have occasion to use;
- \$50.00 fire insurance, on which I hope I never have reason to collect;
- \$45.00 life insurance, which I will never get back and which I hope will be a long time before my family gets it.
- \$19.00 Inter-State dues for general office and field work and \$19.00 Inter-State dues for the reserve which is insurance for my milk market.

In addition, I paid \$238.00 freight to haul my milk ten miles, after I haul it two miles to a loading platform.

When I dug into those figures, I discovered how small the Inter-State dues are in comparison with the actual benefits from my Inter-State membership. I hold that a guaranteed market and guaranteed payment for my milk are most vital and at the same time the cheapest insurance I can carry. To me, Inter-State membership is so vital that I think those members who are shipping to buyers who won't cooperate, should send in their own dues every month for their own protection and in that way keep their membership in good standing.

More Members—Better Work

I also think that one of the greatest needs of the Inter-State is a much larger membership in some of our nearby areas. If we get that, then we can accomplish a lot more than we do even now. Our dues would pay even bigger dividends. There are a lot of ways, it seems to me, that we could help improve our situation if we were strongly organized with every dairyman in the neighborhood belonging. We could make up the cost of belonging many times over by saving here and doing better there, just by all of us working together.

Dr. Bear Joins New Jersey College Staff

Dr. Firman E. Bear has been appointed head of the Soil Science Department at the New Jersey College of Agriculture and Experiment Station. This appointment was announced early in January by Dr. Robert C. Clothier, president of Rutgers University. Dr. Bear has acquired an international reputation as a teacher and research worker in the field of Soil Science.

He is a native of Ohio and received his education at Ohio State University and the University of Wisconsin. He has been employed in soils work in Ohio, West Virginia and with commercial firms. In addition he has carried on research work in Europe.

Husband: "Have you ever wondered what you would do if you had Rockefeller's income?"

Wife: "No, but I have often wondered what he would do if he had mine."

Herdsmen's Short Course

A short course for dairy herdsmen will be held at The Pennsylvania State College from March 4 to March 9, 1940. This course is designed for persons interested in receiving instructions in the feeding, showing, care and management of dairy cattle. Special attention will be given to the subjects of breeding and diseases. There is no fee. Application should be made to the Department of Dairy Husbandry, State College, Pennsylvania, before March 1, 1940.

Why Take This Loss?

We had plenty of snappy weather during January with the temperature, as reported by the Weather Bureau at Philadelphia, averaging about seven degrees below normal throughout the month. Other sections were even colder.

The result has been, especially in some sections, a lot of frozen milk when the cans arrive at the receiving point. Reports have come in of nearly an inch of milk frozen on the top, side and bottom inside surfaces of the cans.

This frozen milk is a complete loss to the producer, most of it stays in the can when the can is emptied and comes out when the can gets to the washer. Some frozen milk gets into the strainer of the weigh vat, where it is also a loss to the producer. It is impossible to take a correct sample for butter-fat testing, and it so happens, here again the producer loses.

All this is a loss of cold hard cash—cash intended to pay the producer for work during the entire previous season, growing and harvesting feed crops, caring for the herd, milking the cows, handling the milk—and then losing all work and expense involved in producing that milk which is lost through freezing.

The milk must be cooled, even in cold weather, but putting the cans of milk in 40- to 45-degree water will do that job. The milk cans must be protected on the loading platform preferably with a blanket, and they must be protected on the truck while on the way to the milk plant. Except for losses traceable to blockaded roads, careful attention to details will avoid almost all trouble from this cause, and save the producer's income from a needless cut.

"Yes," said the newspaper reporter, "I always carry my notes in my hat."

"I see," said Fogg. "News in a nutshell."

Get It Out of the Producers

EVERY mother's son of us knows that there is hotter competition today between the man who delivers the milk, the dealer who bottles it and the man who grows it than there has ever been before. At such a time it strikes me that a good many of us, me included, are pretty foolishly working ourselves to death supporting bovine sisters of leisure keeping them in good stables and feeding them off the fat of the land—at the expense of ourselves and our families.

A year or two ago, in a herd that was averaging a pound of butterfat a day, I caught up with as pretty a Guernsey as you ever saw—slick, fat and sassy—who had gotten her full share of my feed and hay and put only 202 pounds of butterfat in the can for the privilege of being kept.

Figuring my milk at \$2.00 a hundredweight, f.o.b. farm, she made me \$76.50 less than the

others, which is six tires for the car, a year's supply of clothes, or a lot of other things that I need a lot worse than a good-looking young Guernsey cow who has been doing nothing but looking pretty and loafing on the job.

This is the time of year to turn ladies like that over to the butcher, and you know how long he keeps them. We are going to have plenty of milk next spring and this is a grand time to cull.

If we want to stay in business and make milk the place to get it is out of the cows that are producers.

O. H. Haffman

Many Inter-State Members Among Farm Show Winners

WINNERS in the milk contest at the 1940 Pennsylvania Farm Products Show include a large number of Inter-State members. The trophy awarded each year by the Inter-State to its member with the highest scoring milk in the contest, was won this year by Benjamin H. Welty, of Waynesboro, President of Inter-State. Other members who are listed among the prize winners include: J. Edward Samuel and C. H. Smith and Son, Wycombe; Frank N. Miller, Waynesboro; Howard W. Wickersham, Kelton; Thomas Hadfield, Downingtown; Allen Dubble, Walter E. DeLong and Norman C. Maule, all of Quarryville; John A. McSparran, Greene; J. Hayes Lindsey and Nelson Neyman, Oxford; W. B. Ewing and John P. Connell, West Grove; George N. Stroud, Cochranville; and V. R. Carter, Christiana.

In the Show Rings

Prominent among the winners in the Jersey Cattle division was Mary C. Folwell of Kemblesville, her entries winning several first, second and third places in their respective classes. In the Holstein-Friesian division the names of Inter-State members were frequent among the winners. Willis M. Hunsberger, Plumsteadville, and Wm. H. Landis, East Greenville, took five of the six championships in addition to several blue, red and white ribbons in the individual and group classes. Landis showed the senior and grand

Champion bull and Hunsberger the senior and grand champion cow. Other Inter-State members taking prizes in the Holstein classes included Elvin Hess and Earl L. Groff, both of Strasburg, and Ira Hartz of Elverson.

A prominent winner in the Brown Swiss division was Kenzie S. Bagshaw of Hollidaysburg who showed both the senior and grand champion bull and cow. His entries also took several ribbons in individual and group classes.

Organizations Elect

The Pennsylvania Brown Swiss Breeders, at their meeting in connection with the Farm Show, elected Kenzie S. Bagshaw as president of the organization for the ensuing year. At the meeting of Guernsey Breeders, Wm. A. Frew, Quarryville, was elected president; Benjamin H. Welty, Waynesboro, vice-president; and Harry Pate, Kennett Square, was elected secretary.

Willis M. Hunsberger was given a special award by the Pennsylvania Federation of Holstein Clubs for the high production of his herd in herd improvement association work last year.

At the annual meeting of the Dairymen's Association, Robert D. Marshall of Beyer was re-elected president; Victor A. Houston, Northampton, was elected vice-president; and Charles E. Cowan, Inter-State field representative, Lancaster, was elected secretary-treasurer.

Dairymen Use Scales As Pointer to Profits

Milk scales are among the best investments a dairy farmer can make, says Dr. George E. Taylor, Extension Dairyman at the New Jersey College of Agriculture. These scales should be conveniently located in every barn along with a suitable milk sheet so that daily milk records may be kept.

Only by correct records can the herd manager know whether he is feeding his cows properly and economically. These milk records, according to Dr. Taylor, serve as a guide as to the amount to feed each cow. Forms for keeping milk production records and feeding plans may be obtained from many sources, some county agents being able to supply them without cost.

Makes Better Bread

Scientific tests have shown that bread made with milk is substantially better in nutritive value than bread made with no milk. Tests made with rats, in which the amount of food was about the same in every case showed substantially greater gains by those rats which were fed bread made with milk; likewise, bread which contained 12 percent of milk solids gave much better results in these tests than bread made with 6 percent milk solids.

One of the troubles of this modern age is that too many people are spending money they have not yet earned for things they do not need, to impress people they don't like.

MILK PRODUCERS' REVIEW

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Inter-State Milk Producers' Cooperative

Incorporated
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A. R. Marvel, Vice-President
I. Ralph Zollers, Secretary-Treasurer
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15. Jos. S. Briggs, Yardley, Pa.
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Spring, Pa., Phone 118-M
Lancaster—C. E. Cowan, County Extension
Office, Lancaster, Pa., Phone 2-7977
South Jersey—Floyd R. Esly, County Extension
Office, Woodbury, Box 334, Phone 800
Trenton—Frederick Shangle, 19 W. Stat. St.,
Trenton, N. J., Phone 4083
Wilmington—Floyd R. Esly, 103 W. 7th St.,
Wilmington, Del., Phone 2-7464

This Is Planning Season

Activity on the farm is less strenuous physically at this time of the year than at any other. The winter season is frequently set aside by our progressive farmers for the purpose of developing plans for the next season's operation. Crop rotations can be worked out and adjustments made in present rotations, varieties can be selected, fertilizer needs planned and, of course, careful attention given to weed and insect control and similar work.

Such subjects as legume silage can be considered and plans made for the putting up of such silage so as to work in best with other seasonal activities. Needs for new equipment can be explored carefully and plans made to purchase well in advance for delivery and payment at the time needed. Overhauling and repair of present equipment during winter's slack season may save valuable time and crops in the busy season.

We all recognize that no matter how carefully a farmer lays his plans, something will come along to compel some changes. Even so, the one who plans carefully in advance is usually marked as one of the successful farmers of the community.

Keep the "Bugs" Out

The Governor of Oregon, a few years ago, made the statement that there are enough "bugs" in milk without putting any politics into it. We agree with him.

Many of our members are probably aware of the recent action taken in the New York market whereby, through political decree, consumers apparently will be deprived on September 1, 1940, of the privilege of buying Grade A milk of present standards.

By the same action, producers who are producing this product and have made investments in equipment and have installed methods necessary to supply this superior product, will be deprived of that market. Merchants in those rural communities will find their trade restricted to the tune of approximately \$3,500,000 annually, which is the amount of bonuses now being paid Grade A producers in the New York milk shed.

By the same token that the elimination of Grade A milk is contemplated, we can also expect similar compulsory restrictions in other products. We can expect to be deprived of the privilege of buying high test gas for our automobile; or of putting any oil in our crank case that costs more than two bits a quart; or of riding in pullman cars, even though we would prefer a night's rest in a bed instead of a night's unrest in a coach seat; or, not too seriously, we might observe that residents of our cities may some day be denied the privilege of having mayors who stand more than 4 feet, 10 1/4 inches in their stocking feet.

Such forced restrictions of American liberty would be just as logical as is this edict depriving a substantial group of American citizens of the privilege of buying genuine Grade A milk, if they so desire.

G. Walter Sharpless Named Master Farmer

In the list of outstanding farmers who were selected by the Pennsylvania Farmer for the distinction of being master farmers in 1939, we find the name of G. Walter Sharpless of Chester County, prominent in Inter-State activities in that area.

The name of his farm is Glen Manor and it consists of 163 acres, of which 113 are under cultivation, and 30 are in permanent pasture. He has farmed for 32 years and maintains a herd of Jersey and Guernsey cows, with a cropping program which provides a large part of the feeds needed by his dairy herd.

Mr. Sharpless is active in community work and his three daughters have each been given a college education. The Sharpless family lives in a 170-year-old house, that is kept in perfect repair and is modern in every respect. The barn is 153 years old.

GUEST EDITORIAL

It Didn't Work For the Rabbit

Put a rabbit's foot in your pocket . . . hang a horseshoe over your door . . . find a four leaf clover . . . but, if you really want to protect your market, your future in the dairy industry, you cannot trust to luck in 1940.

It never was enough to rely on a rabbit's foot. The future of the American dairy farmer is his own problem. As an individual, alone, he cannot solve it. To succeed individually he must cooperate collectively . . . sincerely . . . unselfishly. He must assume his just share of the burden . . . select sound, qualified leadership for his cooperative and then . . . COOPERATE!

Unity . . . management . . . production . . . these are the American dairy farmer's chief problems. And, unless he can unite in a cooperative way and adopt a safe and sane marketing and production program, he cannot hope to succeed.

Federal and State laws will provide but temporary relief and will never succeed unless the American dairy farmer cooperates with these agencies . . . demanding sound management . . . a sound marketing program . . . leveling production . . . and cooperating with labor and industry . . . all three of which must unite to give the consuming public the best possible product at the most reasonable price. Then, and only then, will the American dairy farmer come into his own. 1940 is the time to start.

—Pure Milk

This poultry demonstration team from the Newark, Delaware, chapter of the Future Farmers of America, won the rating of "Superior" with their demonstration "Capons and Caponizing" at the World's Poultry Congress in Cleveland last August. Left to right: F. Thaddeus Worthington, Coach; Alfred Patterson and William Swan.



The Cover Picture

Comments were made concerning our cover picture on the January Review that we had enough snow and cold weather without reminding ourselves of it by looking at the snow scene which graced that cover. This month we are giving our readers a cover picture with a more cozy, comfortable and entertaining theme.

It would be difficult to picture any winter evening recreation that can give more real satisfaction to dad, mother and the youngsters than to gather around the piano with their musical instruments and organize themselves into a family orchestra.

Milk and Finns

Under the heading, "A Case For Milk", the San Francisco News published the following editorial:

"According to recent reports coming from Finland, alcohol of any kind is banned among troops. Instead, each fighter is furnished with huge quantities of fresh milk daily.

"If a couple of glasses of milk each day can turn a peaceful little spaniel into a roaring bulldog that bites bears, maybe Chamberlain had better begin raising a herd of Guernseys along the Maginot Line."

—California Milk News

A Warning!

Press reports recently called attention to the election of officers in the Chicago milk wagon driver's union, said to have been the first election in that union since 1921. It is significant that the president and secretary of this union held their offices for more than eighteen years without submitting their names for reelection, and that, during this period, the union succeeded in raising the wages of its members until they were receiving more for

Detach the Statement

We have received word from the Supplee-Wills-Jones Milk Company that they are entirely agreeable to have their producers clip off the top part of their milk checks which gives a record, among other things, of the pounds delivered, butterfat test, price, total amount, deductions and amount of check. In clipping this off, cut straight across the full length of the check, even though this may cut through some printed explanations. Keeping this statement will give the member a full record of his milk payment.

We have been informed that in a few instances banks have hesitated about cashing checks with the statement part removed. Should you or your neighbor members have any such difficulty, get in touch with this office or with a Supplee representative and we will straighten it out.

Another 100 Percenter

Duncan Dairies of Springfield, Pa., has become a member of that select group of dealers who buy their entire supply of milk through the Inter-State Milk Producers' Cooperative. This status became effective early in January.

Pastures—Plan Them Now

On page 9 will be found an article by George L. Schuster, dean of the College of Agriculture, University of Delaware, and director of the Delaware Agricultural Experiment Station. This is a summary of his talk given before the members of District 9 at their annual dinner, early in January. He emphasizes the necessity of giving careful attention to our pastures as a farm crop and points out the influence of good pastures on reducing costs of production.

Not only do we urge our readers to study this article but to apply it to their own pasture problems with a view toward reducing their costs of milk production.

The Sunrise Round-Up

"Sunrise Round-up" is the name of a radio program which is broadcast at 6:30 o'clock every week day morning over station WHP, Harrisburg. Many items of interest to farmers, including market reports, weather, and daily events are announced on this program, which is being given under the direct auspices of the Pennsylvania Department of Agriculture, of which John H. Light is secretary.

delivering milk than the farmers got for producing it.

It is also significant that at the time of the recent election, nearly one half of the members of the union were reported as being out of work. They got the wage scale, but according to this report, a lot of them were not getting the wages.

May we point out here to milk producers that sound methods must be followed in the conduct of our affairs, both individually and in our organizations, in order that we as producers may avoid the pitfalls which befell this group within our industry. Unsound methods will put the producer, or the officers of his organization, in much the same position as we fear the new officers of that union are now in—between the devil of maintaining the wage scale, and the deep blue sea (an angry one, too) of finding jobs for the union's out-of-work members.

Get the Answers Ready For the Census Questions

It is in order to remind our readers again that sometime during April, an official representative of the Bureau of Census will visit every farm in the country. This census will be used as a means of assembling valuable information about agriculture and for that purpose a form containing more than 200 questions has been compiled.

Readers of the Review who wish to collect the essential information during slack periods will find a copy of the blank form very helpful. Copies can be obtained by writing direct to the Bureau of Census, at Washington, D. C., through the agricultural county agents office, or by writing to the Review.

A college education: Something that enables a man to get a job from a man who never went to school.

—Boulder

Prices Paid for 4% Milk By Philadelphia Dealers

December, 1939, f.o.b. City Plant	
Abbotts Dairies.....	2.48
Baldwin Dairies.....	2.49
Breuninger.....	2.67
Wm. Engel Dairy.....	2.72
Frankford Dairies.....	2.62
Gross Dairy.....	2.62
Harbison.....	2.68
Missimer.....	2.62
Scott-Powell.....	2.52
Supplee-Wills-Jones.....	2.53
Sypherd Dairies.....	2.70

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.			
Class I	Class II	Class III	
December \$2.85	\$1.80	\$1.21	
January 1.80	1.80	1.27	

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat.

*The amount paid on account was equivalent to this price.

†Class IA (Cream) price of \$2.20 applies on Altoona, Bethlehem, Cresson, Doe Run, Huntingdon, Mt. Union, Reading, Tamaqua, Tyrone and West Chester markets.

MARKET	DECEMBER	JANUARY
All Penna. Markets	\$1.26	\$1.32
Md. & Del. Stations	1.26	1.31
Wilmington	1.26	1.31

Average price 92-score butter at New York: December, 30.15¢ per pound; January, 31.85¢ per pound.

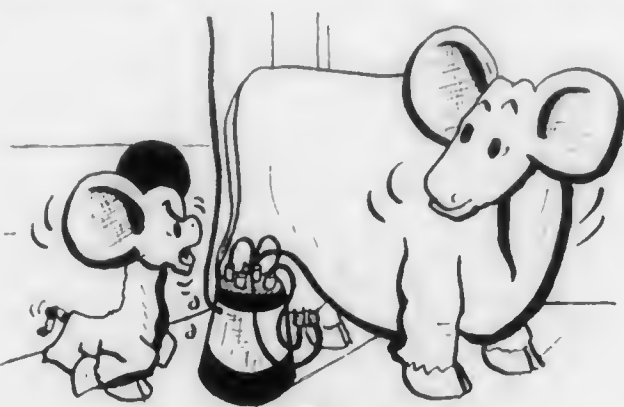
The December average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

Advertising keeps you informed of new products and developments. Write to advertisers for their free literature.



"Listen Mom, how's come you gotta supply every Tom, Dick, and Harry in town with milk and leave me, your own little boy, to practically starve?"

Classification Percentages—December, 1939

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A".....	70.1	10.3	19.6	
" " "B".....	67.6	12.8	19.6	
Baldwin Dairies.....	66	19	15	
Blue Hen Farms.....	65.8	12.4	21.8	
Breuninger Dairies.....	77	19	4	
Clover Dairy.....	72.16	12.06	15.78	55% of Prod.
Delechester.....	61	39		
Eachus Dairies.....	80	9	11	
Engel Dairy.....	82.76	8.78	8.46	70.55% Prod.
Fraims Dairies.....	78.76	13.07	8.17	
Frankford Dairies.....	71.89	28.11		
Gross Dairies.....	72	28		56.8% Class I
Harbison Dairies.....	77	21	2	79% of Class I
Hernig, Peter.....	53	47		
Hoffman Dairy Co.....	45	14.5	40.5	
Keith's Dairy.....	*71	*11.6	Balance	
Martin Century Farms.....	(1)80.75	(1)19.25		71.84% Prod.
Missimer Dairies.....	71.58	28.42		
Mosebach Dairies.....	37.58	4.19	(2)	
Mt. Union 1-15.....	93	7		
Nelson Dairy.....	63	24	13	
Pebble Hill Dairy.....	70	30		
Penn Cress Ice Cream Co.....	53.51	4	42.49	
Royale Dairy Co. 1-15.....	72	8	20	
" " 16-31.....	67	9	24	
Scott-Powell.....	65	32	3	81% of Prod.
Supplee-Wills-Jones.....	65.5	33.34	1.16	94.66% Class I
Sypherd's Dairy.....	79	18.6	2.4	
Turner & Wescott.....	75	25		
Walnut Bank.....	82.03	10.55	7.42	
Waple Dairy.....	84.6	9.7	5.7	
Wawa Dairies.....	75	17	8	
Williamsburg Dairy 1-15.....	96	4		
" " 16-31.....	94	6		

NEW JERSEY

Abbotts Dairies "A".....	Norm	Cream	Excess
" " "B".....	84.3	15.7	Balance
Castanea Dairy "A".....	90.1	9.9	
" " "B".....	85	Balance	80% of Ex.
Scott-Powell "A".....	80	20	80% of Ex.
" " "B".....	(3) 80	Balance	
Supplee-Wills-Jones.....	100	Balance	
" " "B".....	100	Balance	

* Percentage of each producer's individual base (remainder of production in class indicated by "balance").
(1) Martin Century paid in December, Class I, 65.37% at \$2.79; 15.38% at \$2.98; Class II, 15.58% at \$1.66, and 3.67% at \$1.70. (Prices of 4% Grade "B" milk f.o.b. Lansdale.)
(2) 4.17% in Class III; 54.06% listed as New York surplus, price not known.
(3) "A" bonus paid on 53.1% of norms.

Feed Price Summary For January, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	January 1940 (\$ per T.)	December 1939 (\$ per T.)	January 1939 (\$ per T.)	% Change Jan., 1940 compared with Dec. 1939	Jan. 1939
Wheat Bran.....	33.52	31.47	27.70	+6.51	+21.01
Cottonseed Meal 41%.....	42.92	41.66	36.63	+3.02	+17.17
Gluten Feed 23%.....	34.68	33.54	28.08	+3.40	+23.50
Linseed Meal 34%.....	44.52	44.26	49.50	+ .59	- 10.06
Corn Meal.....	34.26	31.17	29.13	+9.91	+17.61
Mixed Dairy Rations 16%.....	35.72	36.24	30.12	- 1.43	+18.59
" " 24%.....	41.98	41.00	35.78	+2.39	+17.33
" " 32%.....	45.20	43.34	38.73	+4.29	+16.71
Brewer's Grains.....	34.76	33.12	28.34	+4.95	+22.65

Harold: "You say you were once cast away on a desert island entirely without food. How did you live?"
Charles: "Oh, I happened to have an insurance policy in my pocket and I found enough provisions in it to keep me alive till I was rescued!"

Constable (to gentleman staggering home at 3 a.m.): "Where are you going at this time of night?"
"To a lecture."

Some folks need more bone in the back and less in the head.

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

December Averages and December and January Schedules. (Explanatory Notes on Page 6, Col. 1.)

Dealer	Delivery Point	Average Price in December	Class I Price Dec. & Jan.	Class II Price December	Class III Price January
Philadelphia Dealers.....	Philadelphia, Pa.....	see page 6	\$2.98	\$1.70	\$1.78
Abbotts Dairies, Inc.....	Coudersport, Pa.....	2.06	2.38	1.62	1.70
" " ".....	Curryville, Pa.....	2.13	2.47	1.63	1.71
" " ".....	Easton, Md.....	2.18	2.56	1.56	1.61
" " ".....	Goshen, Pa.....	2.26	2.63	1.65	1.73
" " ".....	Kelton, Pa.....	2.28	2.65	1.66	1.74
" " ".....	Oxford, Pa.....	2.28	2.65	1.66	1.74
" " ".....	Port Allegany, Pa.....	2.06	2.38	1.62	1.70
" " ".....	Spring Creek, Pa.....	2.03	2.34	1.61	1.69
Avondale Farms.....	Bethlehem, Pa.....	1.94 2.01	2.85	1.55	1.63
Blue Hens Farms.....	Wilmington, Del.....	2.31	2.77	1.76	1.81
Breuninger Dairies.....	Richlandtown, Pa.....	2.38	2.62	1.65	1.73
Centerville Producers' Co-op.....	Centerville, Md.....	2.49			
Clover Dairy Company.....	Wilmington, Del.....	2.41	2.77	1.76	1.81
Delchester Farms.....	Edgemont, Pa.....	2.48	2.98	1.70	1.78
Duncan's Dairy.....	Springfield, Pa.....	2.60	2.98	1.70	1.78
Eachus Dairy.....	West Chester, Pa.....	2.65	2.85	1.55	1.63
Fraims Dairies.....	Wilmington, Del.....	2.51	2.77	1.76	1.81
Harbison Dairies.....	Brandtsville, Pa.....	2.39	2.62	1.65	1.73
" " ".....	Byers, Pa.....	2.39	2.62	1.65	1.73
" " ".....	Carlisle, Pa.....	2.39	2.62	1.65	1.73
" " ".....	Hurlock, Md.....	2.32	2.56	1.56	1.61
" " ".....	Kimberton, Pa.....	2.39	2.62	1.65	1.73
" " ".....	Massey, Md.....	2.34	2.58	1.56	1.61
" " ".....	Millville, Pa.....	2.29	2.50	1.64	1.72
" " ".....	Sudlersville, Md.....	2.34	2.58	1.56	1.61
Harshbarger, J. E.....	Altoona, Pa.....		2.96	1.55	1.63
Hernig, Peter.....	Boiling Springs, Pa.....	2.14	2.58	1.65	1.73
Hershey Creamery.....	Greencastle, Pa.....	2.00 2.10			
Highland Dairy Co.....	Doe Run, Pa.....	2.35	2.85	1.55	1.63
Hoffman's Dairy.....	Bedford, Pa.....		2.96	1.55	1.63
" " ".....	Huntingdon, Pa.....	2.16	2.85	1.55	1.63
Johnson, J. Ward.....	Woodlyn, Pa.....	2.60	2.98	1.70	1.78
Keith's Dairy.....	Altoona, Pa.....		2.96	1.55	1.63
Martin Century Farms.....	Lansdale, Pa.....	2.59	2.98	1.70	1.78
Miller-Flounders.....	Chester, Pa.....	2.60	2.98	1.70	1.78
Mount Union Sanitary Milk Co.....	Mt. Union, Pa.....	2.55	2.85	1.55	1.63
Nelson Dairy.....	Jeffersonville, Pa.....	2.44	2.98	1.70	1.78
Pebble Hill Dairy.....	Doylestown, Pa.....	2.60	2.98	1.70	1.78
Penn Cress Ice Cream Co.....	Cresson, Pa.....	2.33	2.96	1.55	1.63
Scott-Powell Dairies.....	Clayton, Del.....	2.23	2.60	1.56	1.61
" " ".....	New Holland, Pa.....	2.30	2.66	1.66	1.74
" " ".....	Pottstown, Pa.....	2.33	2.71	1.66	1.74
" " ".....	Snow Hill, Md.....	2.12	2.44	1.56	1.61
Sheffield Condensed Milk Co.....	Rising Sun, Md.....	2.23			
Stegmeir, Clayton.....	Tamaqua, Pa.....	2.52	2.96	1.55	1.63
Supplee-Wills-Jones.....	Bedford, Pa.....	2.18	2.47	1.63	1.71
" " ".....	Chambersburg, Pa.....	2.23	2.55	1.64	1.72
" " ".....	Hagerstown, Md.....	2.17	2.49	1.56	1.61
" " ".....	Harrington, Del.....	2.22	2.58	1.56	1.61
" " ".....	Huntingdon, Pa.....	2.22	2.53	1.64	1.72
" " ".....	Leaman Place, Pa.....	2.32	2.67	1.66	1.74
" " ".....	Lewistown, Pa.....	2.23	2.55	1.64	1.72
" " ".....	Mercersburg, Pa.....	2.23	2.55	1.64	1.72
" " ".....	Mt. Pleasant, Del.....	2.22	2.58	1.56	1.61
" " ".....	Nassau, Del.....	2.20	2.55	1.56	1.61
" " ".....	Princess Anne, Md.....	2.15	2.47	1.56	1.61
" " ".....	Townsend, Del.....	2.22	2.58	1.56	1.61
" " ".....	Waynesboro, Pa.....	2.23	2.55	1.64	1.72
" " ".....	Worton, Md.....	2.22	2.58	1.56	1.61
Sylvan Seal (Del. only).....	F. O. B. Farm.....	2.13			
Turner & Wescott.....	Glen Roy, Pa.....	2.40	2.65	1.66	1.74
Walnut Bank Farms.....	Quakertown, Pa.....	2.63	2.98	1.70	1.78
Waple Dairies.....	Tyrone, Pa.....	*2.45	2.85	1.55	1.63
Wawa Dairy Farms, Inc.....	Wawa, Pa.....	2.40	2.98	1.70	1.78
Ziegler Dairy Co.....	Reading, Pa.....		2.85	1.55	1.63

Bonus Not Included—See Page 6, Column 1

Secondary Markets

SOUTH JERSEY

Producers in the South Jersey area have been impressed with the work of the Cooperative through its handling of a situation in which one buyer became delinquent in payments. Every member shipping to that buyer has been paid in full. A substantial advance was made several months ago and within the last few weeks, after complete records were available, a final settlement was made.

During this entire period the market for these producers was maintained and they also received full payment for their milk during the adjustment period.

This company has recently been placed in receivership and the same protection is being given Cooperative members selling to him while in receivership as is given those members selling to other buyers.

While this was going on the Cooperative took care of many small lots of excess milk, not only in South Jersey but over the entire milk shed, thus helping to hold the price structure over the entire market.

Herbert T. Borden, who has been market manager since the South Jersey market was set up, resigned as of February 1. He is being succeeded by Floyd R. Ealy, who has served as market manager on the Wilmington Market, in which capacity he will continue, dividing his time principally between these two areas. In leaving, Mr. Borden urges members to make Mr. Ealy's acquaintance and to give him full cooperation so as to assure the continued success of the South Jersey marketing program.

LANCASTER

At its January 22nd meeting, the executive committee of the Lancaster Inter-State Milk Market discussed their local market problems with special emphasis on the need for keeping production closely in line with the market requirements, thus maintaining a healthy market and a higher average price to producers. The committee plans to attend the Control Commission hearing on February 6th, at which issues will be discussed that affect the Lancaster market.

Market Manager C. E. Cowan attended the delegate meeting of the Metropolitan Cooperative Producers Bargaining Agency, which was held at Syracuse early in January. This

was on behalf of the producers in the Lancaster area, a part of whose milk goes to the New York market. The delegates at that meeting approved a petition for a hearing to consider certain amendments to the State-Federal marketing order now in effect there. Among other things, they were asking for reconsideration of prices which would cushion the price drop which will come May 1st under the present terms of the order.

The blended price of 3.5 percent milk for December in the New York market was \$2.16 per 100 pounds, f.o.b. the 201-10 mile zone. Because of the freight differential, the Lancaster price is \$2.195. The percentages and Class prices on which the blended price was determined follow:

Class	Percentage	Class Price
I	55.51	\$2.82
II-A	21.53	1.90
II-B	.76	2.003
III-A	4.53	1.603
III-B	2.89	1.599
III-C	4.01	1.199
III-D	8.07	1.174
IV-A	2.68	1.099
IV-B	.02	1.229

TRENTON

During the last few weeks the Trenton Inter-State Milk Marketing Committee has been very busy endeavoring to work out a plan which will bring production more in line with consumption requirements. The present total norms, as established by using the average production of ten months of 1939, eliminating May and June, are approximately 10 per cent above the requirements for whole milk and cream.

The agreement reached between the producers' marketing committee and the Castanea Dairy, Trenton, but subject to approval by the New Jersey Milk Control Board, is as follows:

Milk Purchase Agreement

The parties to this agreement are THE BORDEN COMPANY, CASTANEA DAIRY COMPANY of the City of Trenton, New Jersey, hereinafter called the "DEALER", party of the first part, and the Producers' Committee, viz. W. J. LAUDERDALE, EUGENE STAPLER, ALVIN SATTERTHWAITE, H. H. FISHER, M. HUBERT WALTON, hereinafter called the "COMMITTEE", chosen representatives of the producers of milk who ship this product to the aforesaid DEALER, the party of the second part.

The DEALER and the COMMITTEE do hereby agree:

1. That this agreement shall continue in full force and effect for the period of one year from January 1, 1940.

2. That Established Norms for the calendar year 1940 shall be reckoned as follows:

(a) Average monthly productions for the calendar year 1939, omitting the months of May and June, with adjustments as hereinafter provided. (b) In order to bring the total Established Norms more nearly in line with Castanea sales of Class I and Class II milk, ten per cent shall be deducted from each producer's average monthly production provided that after such deduction no producer's 1940 Established Norm shall be below ninety per cent of his 1939 Established Norm, unless (c) a producer's average monthly production for 1939 as established in section (a) be below ninety per cent of his 1939 Established Norm, then the average production for 1939 shall become his Established Norm. These adjustments shall not prevent further revision and adjustment during the year 1940.

3. The DEALER shall keep a complete record by producers of the average monthly production omitting the months of May and June for the calendar year 1939.

4. A record shall be kept showing Established Norms of dairies discontinued during the year 1940 and such Established Norms shall be utilized towards the restoration of the adjustments as provided in (a) and (b) of Section 2. Such Established Norms shall be restored at the discretion of the COMMITTEE.

5. The COMMITTEE acting with the DEALER shall have discretionary powers in adjusting Norms either up or down throughout the year if they deem it advisable to do so, but such adjustments shall not be made downward without notifying the producer of the intended adjustment ten days prior to the regular meeting of the COMMITTEE at which such action shall be taken.

6. Any controversy or difference of opinion in the interpretation of this agreement which may arise between the producer and the DEALER shall be referred to the PRODUCERS' COMMITTEE AND DEALER for consideration and adjustment, and if an agreement cannot be reached, it shall be referred to the Milk Control Board for final adjudication.

A study of this agreement will show that the producer who has kept his production below 90 per cent of his 1939 norm will receive his full ten months' average during 1939 for his 1940 norm. This will allow him a premium for keeping production in line with consumption.

Those who have contributed to the production of excess milk in this market will be penalized up to 10 per cent or an average of approximately 8 per cent on the entire group.

Pennsylvania milk inspectors have recently been working in the Trenton Area in New Jersey and in some cases have caused considerable concern among producers because of their interpretation of technical requirements.

What is it that has four standers, four puller-downers, two hookers, two lookers and a swish? Answer—A cow.

Christianity has not failed. It is simply that nations have failed to try it. There would be no war in a God-directed world.—Admiral Byrd.

REMEMBER those "good old days"?

The DAIRY COUNCIL Takes You Back In "The Family Album"



FOR MANY of us there's a hint of nostalgia in that familiar phrase the "good old days". As we turn over the pages of our family album, we think with regret of the fun people used to have. Oh, we laugh a little at that picture of Aunt Amy going to her first party simply swathed in yards of silk and lace and net; or we smile at that rare gem "the family group" taken after Cousin Katie's wedding. And the one of the first automobile with Maud done up in that duster gets a laugh from everyone. Or that exceptional shot of the boys at the beach, all wearing model-T bathing suits complete with stripes, and whiskers,—my what whiskers!

All of these reminders of those days make us smile, but rarely do we think of how little they really had to offer in comparison with the comforts and conveniences of our own time. In the Dairy Council program called "The Family Album" this contrast comes effectively and forcibly to light. It was given a few weeks ago at a women's club near Philadelphia and it was interesting to watch the reaction of the audience as they laughed at the old pictures which actually made them more and more conscious of today's modern improvement and conveniences.

"Remember that hat with the white feathers I had?", whispered one lady to another. And "Will you ever forget that first ride we had in that auto Clyde bought? Seven punctures the first time out!" But in a few minutes reminiscences faded as the audience began to see that quaint hats and whiskers weren't the only departures from the days of "Sweet Adeline".

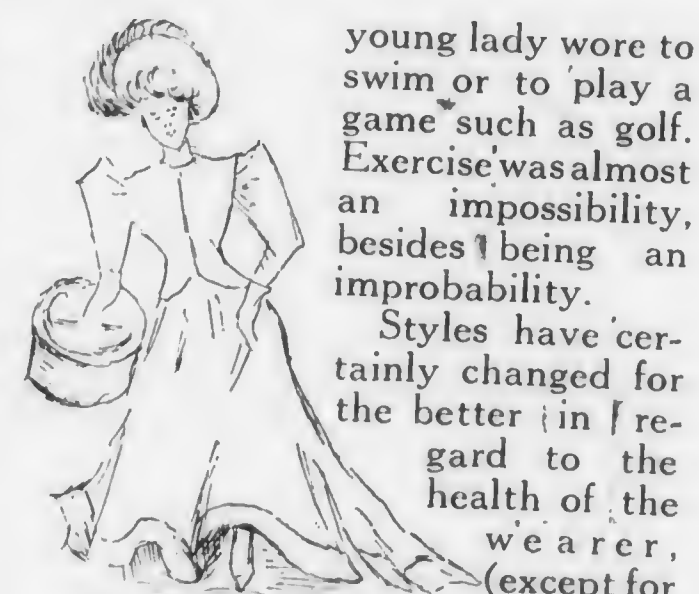
For in that market basket which Aunt Hattie carried home in the 1890's were foods that would take hours of preparation for dinner. And in the oven of the old kitchen range were those loaves of bread

that had taken almost a day to prepare; no baker called at her door daily.

When Clara came down in the morning to get breakfast, no fresh milk was bottled and waiting at the front door; she had had to buy it from the deliveryman yesterday in a big open container. When she used it to cook or for drinking, she didn't know for sure that it was clean and pure and from healthy cattle. (The lady in the back row whispered again to her friend, "That's one thing I'm mighty glad we've got, good milk.") No indeed, cooking was no light housekeeping task in the "good old days".

Suppose a picnic were in order and the gay crowd set off for a holiday spot. After a rather tedious journey in horsecar or buggy or perhaps one of those noisy, spasmotic motor cars, the company set about eating. Behind every basket of food, lay hours of work for several women. They couldn't buy sandwich fillings and fresh bread in quantities, every sort of fruit imaginable—every bite had its own careful preparation. Such heavy foods they were, too, so that afterward the company felt a little dull and wished they hadn't eaten quite so much cake or potato salad. "My, I'm glad we have ice cream for every occasion now," murmured one of the older ladies.

There were other handicaps about those days of yesteryear than that of food. Think of the costumes a



young lady wore to swim or to play a game such as golf. Exercise was almost an impossibility, besides being an improbability.

Styles have certainly changed for the better in regard to the health of the wearers, (except for hats, say

the men! But hats are always unpredictable. No one ever knows what will come next.)

But the minds of womenfolk are never very far from the family market basket or the family budget. "Really, May, when you think of how much more variety of foods you can get now at any grocery store, and more for your money too, aren't you glad they have modern transportation that brings them to you cheaply and so fresh? I never thought of it before." (This was from one of the younger girls.)

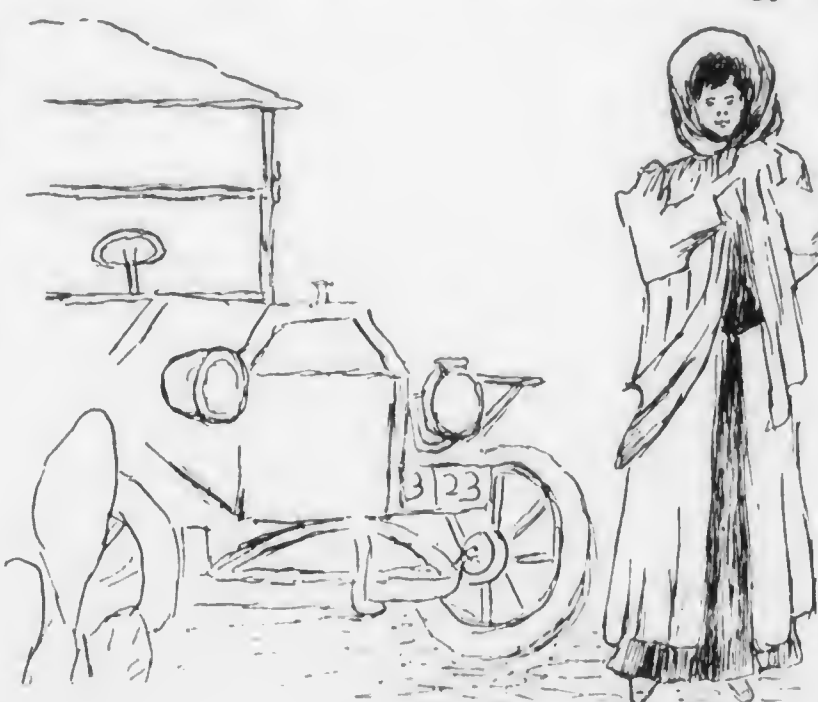
The lights went on and the program was over. Starched petticoats and feathered bonnets, the horsecar and the bicycle built for two vanished again into oblivion. "The good old days" were gone once more.

The lecturer stopped speaking and let the audience have its turn. As she listened, she was surprised to see how clearly this simple story of years just past had brought

home to these women the advantages of modern foods, modern sanitation, modern kitchen equipment, and all the other small details of living, just like the morning bottle of milk and the daily paper, that we take so much for granted unless something happens to make us pause and remember.

And so the pages of the family album help to tell again the story of MILK.

He whose own worth doth speak, need not speak his own worth. —Thos. Fuller.



Grandmother's chair and the entire setting gives one a feeling of sound Americanism. Picture submitted by Miss Edith Passmore, Avondale, Penna.



Lower Costs— One Key to Profit

The Committee on Agricultural Cooperation of the National Association of Manufacturers has been holding numerous conferences among farmers. In commenting upon one of the conferences the farm editor of a mid-western newspaper had this to say about one difference between farmers and manufacturers in their approach to their economic problems:

"Out here on the farms we talk all the time about price. First thing in the conference the farmers began telling the easterners the price of farm products is too low and the price of manufactured goods is too high. . . . But the manufacturers, instead of talking price talked cost of production. They said their price had to be high because their cost of production was high."

Perhaps our first reaction to this comment is to get hot under the collar but, like so often happens, after getting worked up over such things and having a chance to think about them we realize all too frequently that it is the discovery of this hitherto undetected grain of truth which causes higher temperatures under our neck bands.

This writer goes on to say, "Price is a thing that's apparent. Everybody knows it and it's easy to talk about. 'Cost of production' is obscure, vague and hard to determine. So farmers pay much attention to the former and little to the latter."

"Yet the 'price' is the same for everybody while the 'cost of production' is different for each farmer. Farmers who make money do it by keeping costs down; they have to

take the same price as everybody else. Cost of production is what makes or breaks a fellow. Farmers out here might take a tip from their eastern friends and pay more heed to this essential."

Urging Production Control

Milk production in the New York milk market has been increasing rather sharply, in spite of the drought conditions which prevailed in many parts of that milk shed last summer. Evidence of this is found in the report of E. M. Harmon, Federal-State Milk Market Administrator. His report for December shows that production was 36,000,000 pounds greater than in November, and 58,000,000 pounds greater than in December, 1938.

His report also shows that the consumption of milk was increasing but by only 2,000,000 pounds over November and 16,000,000 pounds over December, 1938. As a result, the percentage of the total milk supply used in Class I dropped from 61 percent in November to 55.5 percent in December, and with that drop the blended price for all milk dropped 12 cents per 100 pounds, from \$2.28 in November to \$2.16 in December, for 3.5 percent milk.

Agricultural and dairy leaders of New York State seem to be fully aware of the danger to milk prices if this trend towards increased production should continue. Numerous warnings have been issued on the subject and there is considerable agitation for some type of production control which will hold down the total milk supply and thereby maintain a "living price" for the milk that is produced.

Legume Silage— Pro and Con

A new homegrown feed has become available to dairymen during the last five years. That is legume silage—made from alfalfa, clover, or other legume crop.

Some of the advantages claimed for it are:

1. Cheaper to grow—no plowing, planting and cultivation as with corn.
2. Richer in protein, thus requiring the purchase of less high priced protein feeds.
3. Gives milk a more yellow color because of higher carotene content.
4. Furnishes an excellent midsummer emergency or supplementary feed.
5. Permits putting up alfalfa or clover even during wet weather such as is frequently encountered during harvest of first cutting.
6. Permits keeping more of acreage in soil conserving crops.
7. Molasses used as preservative adds to feeding value of silage. If phosphoric acid is used it adds to fertilizing value of droppings.

Experience has shown that this new feed has certain disadvantages, among which are:

1. Handling the green alfalfa or clover is heavy work, especially during hot weather.
2. Stronger silos are needed than for corn silage.
3. Handles most successfully with heavier hay-making machinery than is sometimes available.
4. Slight additional expense for the molasses or phosphoric acid necessary as a preservative.

In a later issue we shall discuss equipment needed and methods best adapted for putting up legume silage.

Report of the Field and Test Department, Inter- State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during December, 1939.

Farm Calls	1062
Non-Farm Calls	234
Butterfat Tests	3414
Plants Investigated (first half Dec.)	27
(second half Dec.)	16
Herd Samples Tested	322
Brom-Thymol Tests	192
Microscopic Examinations	30
Membership Solicitations	198
New Members Signed	34
Local Meetings	2
Attendance	108
District Meetings	2
Attendance	94
Committee Meetings	10
Attendance	75
Other Meetings	12
Attendance	607

Good Pasture An Efficient Crop

Dean George L. Schuster, of Delaware,
Tells Members at District 9 Dinner

THE VALUE of livestock and livestock products produced on Delaware farms in 1938 represent well over eleven and a half million dollars. Of this, dairying was one of the important contributors.

Dairying is a business and as a business it is expected to produce a profit. Profits may be obtained in two ways: (1) higher returns for the product; (2) reduced cost of production. Increased sale prices are regulated somewhat by what the public may buy and can pay. Cost of production is regulated by the farm management practices and business methods used.

Production costs are controlled by such factors as (1) a high producing herd—no star boarders; (2) low cost of production—helped by utilizing home grown feeds; (3) production of a high quality product, thus creating a demand for the product; (4) efficient methods of marketing; (5) an abundance of pasture during the grazing season—feed harvested by the animal reduces labor cost.

Long Neglected

Pastures have too long been considered of minor, insignificant importance on the farm. After all, be it permanent, rotational or temporary, it is made up of growing plants which remove plant food from the soil just like any harvested crop. The amount of plant food returned to a pasture from cattle droppings does not equal that which is removed by grazing.

Our Creator says in the book of Genesis after creating the heavens, earth, and water, "Let the earth bring forth grass." It is recorded all through Biblical history that herdsmen were continually moving and trying to locate better grass land for their cattle. When our pioneers began plowing the great plains the Indian observing the white man's methods said, "Hmm, wrong side up." We have an abundance of land that should be kept in sod in order to preserve fertility and prevent erosion.

Good Care Pays

Studies made by the Delaware Experiment Station indicate that improved pasture land has a value of approximately \$37.00 per acre per season. This value is based upon a comparison of pasture-fed animals with barn-fed animals.

The practice of liming increased the growth of herbage by about 1,000 pounds of air-dried material per acre. The greatest growth of herbage from fertilizer treatments was realized when ten tons of manure per acre was applied. The next greatest was realized with applications of superphosphate and muriate of potash. Both of these treatments produced greater growth when used in connection with lime applications. The manure application did not produce as fine a turf or as palatable a grass as the fertilizer applications.

Prove Value of Fertilizers

This work indicates the value of lime, potash, and phosphate in improving a blue grass-white clover sod. There appeared to be more white clover in connection with the above fertilizer application than where nitrogenous fertilizers were also added.

It is one problem to produce a good pasture, and another to retain it. A good pasture program cannot be developed in one season. It must be approached on a long range planning basis. It may be practicable on some farms to apply treatment to only one-fourth to one-third of the pasture acreage in one season. A temporary fence dividing the improved from the unimproved pasture is sometimes advisable, thus permitting alternate grazing for periods of one to two weeks. Such an arrangement will allow the grass to recuperate, develop a root system, and better withstand drought and so insure a longer pasture life.

Drought Complicates Problem

Drought can be and has been a serious problem not only in supplying feed but also in its effects on the future life and production of the pasture. If the pasture field becomes an exercise lot during such periods, future prospects for good pasture are jeopardized. Barn feeding of hay and silage or other temporary expedients should be employed during such periods.

Extremely early grazing is detrimental to the sod. Likewise, extremely late grazing does not allow the pasture an opportunity to recuperate before going into the winter.

The most palatable and the most nutritious grass is found in a pasture that is from two to four inches in height. During the most favorable season of growth, namely June, you may not have enough animals to graze the pasture and keep it down to this height. Under such conditions clipping is a good practice which also checks weed growth. The clippings may be allowed to return to the land or, if needed, can be made into hay.

We can readily visualize the importance of pasture as a crop when we realize that the average 1,000 pound animal takes with it when marketed the equal of 100 pounds of 20-percent superphosphate and 40 pounds of ground limestone in its bones, and large amounts of nitrogen and potash in its flesh. Also, the yearly milk production from one good cow contains the equal of 125 pounds of nitrate of soda, 50 pounds of 20-percent superphosphate, 30 pounds of ground limestone, and considerable potash. Some of these materials are taken from pastures whenever livestock do their own harvesting in this manner. Considering that this removal of plant food has been going on since our forefathers settled here, it is not much wonder that some of our pastures have come to a low state of production.

Traded Our "Soil Capital"

As Mr. R. M. Evans of the United States Department of Agriculture states, "Land is not inexhaustible. It has taken Americans a long time to realize that fact. We have taken soil fertility for granted, have destroyed and sold it off as though it were as inexhaustible as the air. We financed the building of America by trading soil capital for Old World money capital. It was a costly trade. We did not realize this until it hit our pocketbooks. . . . Within a couple of generations many farms have passed through the destructive cycle from virgin soil to ruin."

"For the United States as a whole, we have lost much of our soil covering. We have been living on our soil principal and on all too many farms have come to the end of it. For 100 years we have put the nation's soil fertility on the market auction block and sold it off most of the time at bargain prices. As a nation we now realize that the ex-

(Please turn to page 13)

Connecticut Group Analyzes

The Problem of Surplus Milk

WHO produces surplus milk? The Connecticut Wholesale Milk Producers' Council has investigated the subject for the fluid milk market of that state and reports that it comes most largely from relatively small increases by each producer of from four to six quarts per day

Surplus is approaching the 1933 level, and unless the relation of production to consumption is brought into better balance the surplus will be just as burdensome as that which depressed producer prices prior to milk control.

From 1934 to 1936 the situation apparently improved because the real surplus declined almost 50 per cent. Since 1936 production has increased at a greater rate than consumption, and the proportion of surplus has increased until it is nearly equal to that of 1934 and only a little less than the surplus of 1933. As a matter of fact, if the milk used for fluid cream is included, the surplus for 1938 is almost six per cent greater than that of 1934 and partial figures for 1939 indicate that the same is true for this year.

Small Lots "Add Up"

The individual producer may say, "What have I to do with all this? I'm not making much more milk than I did before and certainly I'm not materially contributing to these difficulties."

According to the best figures obtainable, the difference between "bad times" and "good times" for Connecticut wholesale dairy farmers is an average of only three to four cans of milk a month per producer. The average wholesale producer is now within six quarts a month of the same surplus he was making in 1934 and that is just about the margin of safety that is left to us right now.

The producer's market is affected by five factors in addition to that of his own production.

1. Competition of other products for the milk market.
2. Consumption habits of consumers, which in turn are affected by birth rates.
3. Competition between labor and the producer for the consumer's dollar.
4. Competition between groups of producers for the market.
5. Competition between dealers for the wholesale and retail trade, particularly in services which may increase distribution costs.

The first of these factors, competi-

tion of other products for the milk market, has attracted a good deal of attention over a period of years. The increase in consumption of condensed and evaporated milk has been causing alarm for some time. That it is a factor in holding in check the rate of increase in demand for fluid milk can hardly be seriously denied

Consumption Factors

Authorities are generally agreed that the per capita consumption of fluid milk in this country should be higher. One of the factors believed to have an influence is the cost of fluid milk as compared to other food products. Another is the trend of declining birth rate, which has continued with short interruptions for many years. More trade advertising to encourage the use of milk and increased merchandising efforts on the part of retailers, seem to offer the best promise of meeting this problem.

Labor-Producer Competition

That labor and the producer are in competition for the consumer's dollar has not until recently been given much consideration, yet the demands of labor for higher wages and the organization of plant and delivery labor into unions to enforce labor's demands for a larger share of the consumer dollar, has shaken some markets and is already spreading to some of Connecticut's larger markets. In the recent survey of the New Haven market it was found that wage rates for dealers' employees have increased about 18 per cent since 1935. Labor costs consume about 45 per cent of the dealers' total cost in retail milk distribution and are over 36 per cent in wholesale distribution

Competition Between Producers

Competition between groups of producers for an outlet for their milk is as old as the milk business. Yet when the producer no longer delivers his milk directly to the retail customer it becomes easy for him to forget that he is still indirectly competing for this same business. In addition he is competing with his fellow producers for the privilege of selling milk to the distributor. In an industry comprised of many small units, many of which are not members of any bargaining organization, it has been easy to play one producer against another and through trading with

each individually to hold the price of milk down

Even more unfortunately, each independent producer's bargain with his dealer has no relation to that of the other producers supplying the same dealer. Under some conditions and for reasons best known to the dealer, a preferred class of producers has sometimes been built up. Sometimes these producers have received preference purely because they could produce better milk—and at other times because they were useful to the dealer for other purposes.

Competition Between Dealers

The effect of competition between dealers for the wholesale and retail outlets on the producers' market for milk is not as apparent to the average producer. But it does definitely affect the return he may receive. As a dealer "to meet competition" grants more and more service to the consumer, his costs absorb more and more of the consumer's dollar. Eventually his own profit, based on a fair price of milk to the producer, disappears. He is then under temptation to attempt to shade the producer price or to postpone payment of the full amount to his producers. Unfortunately he is often aided to do one of these two things by the producer, who fears that his failure to meet the requests of his dealer will result in the loss of market to some other producer.

(As reported in *Hoard's Dairyman*, January 10, 1940).



This attractive winter scene was entered in the Review Picture Contest by Mrs. Henry Bushong, Kirkwood, Pa.

"To what do you attribute your start on the road to success?"

The self-made man pondered. "I think, he said, "it must have been the fact that when I was an office boy I laughed louder than any of the other boys at the manager's jokes."

Byrd Expedition Takes Dairy Foods

Some new dairy foods, not yet on the market, will add variety to the diet of Admiral Byrd's men during their stay in the Antarctic.

The new products were made in the laboratories of the Federal Bureau of Dairy Industry and represent efforts of dairy scientists to devise new ways to utilize skim milk and whey as human food.

The list includes a new kind of dried pea soup, made with whey powder; a new kind of wafer to eat with the soup, which is a mixture of potatoes, skim milk and salt; and new kinds of candies that contain whey solids.

In addition, the Bureau sent a quantity of American Cheddar cheese. The cheese was made and packaged in valve-vented cans. Cured in the cans, which vary in size from 12 ounces to 5 pounds, this cheese forms no rind, does not dry out or shrink, and is more convenient for small servings than the usual bulk cheese.

How Much Feed Does A Good Milk Cow Eat?

The amount of grain mixture to feed a milking cow must always be determined by the feeder's good judgment. Thumb rules are a guide that help with this important task but the condition of the animal and the ability to handle feed must be taken into consideration.

"Generally speaking, the amount of grain to feed will depend upon the breed and the volume of milk produced," explains R. H. Olmstead of Pennsylvania State College. "If cows are fed silage and all the good hay they will eat, sufficient nutrients will be supplied for the maintenance of the animal and for the production of a limited quantity of milk. Experiments have been conducted to determine how much additional feed a cow needs."

"It is estimated that a Jersey cow needs approximately 0.6 pound of grain for each pound of milk above 10 pounds, while Guernseys can get along with 0.55 pound of grain for every pound of milk above 12. Ayrshires and Brown Swiss have additional grain requirement of 0.45 pound for each pound of milk over 14. Holsteins have a requirement of 0.4 pound of grain for each pound of milk above 16."

This method of feeding grain proved very satisfactory in a practical trial covering three winters at the Federal Research Center at Beltsville, Maryland. In all, 71 cows were used. The quantity of grain was adjusted on the first of each month.

Here's An Easy Way to Kill Lice

NOW you can kill lice on your livestock without clipping, dousing, or powdering your herd.

Simply spray the animals with Gulf Livestock Spray—about three ounces per cow. Then, brush the spray into the hair thoroughly because Gulf Livestock Spray kills lice by coming in contact with them. Use a stiff-bristled brush—an ordinary scrubbing brush will do.

Gulf Livestock Spray is made of pure, harmless ingredients. It does not burn or blister the animals' skins; in fact, it actually helps dress their coats.



1. SPRAY IT ON!

Gulf Livestock Spray delousing treatments cost less than 3¢ per animal. Give your herd relief today!

FREE! Ask for Gulf's helpful "Farm and Ranch Bulletin" which lists control methods for lice, scab mites, and other external insect parasites. Write: Gulf Oil Corp., Gulf Refining Co., Dept. S-11, Gulf Building, Pittsburgh, Pa.



2. BRUSH IT IN!

GULF LIVESTOCK SPRAY

For Sale by Many Leading Feed Stores, Milk Companies, and Gulf Service Stations . . . 1 Gal. Can \$1.19 — 2 Gal. Can

\$1.99

Good Pastures Make An Efficient Crop

(Continued from page 11)

ploration of agriculture must end. The era of conservation is here."

Some of our land in Northern New Castle County and adjacent territory is undulating and rolling, the top soil easily washed away. A permanent sod is one of the best crops for such land. It checks runoff and holds top soil. Dairy husbandry and the principles of erosion control make a good team, but as you have often had to provide a snatch team to haul the load from the field to the highway, so you may have to provide additional assistance in the form of fertilizers and lime for re-establishment of a good turf.

Dairying is a basic enterprise; it encourages the development of good pastures, which, in turn, prevent erosion and if properly managed build the soil.

We must use educational and informational processes to encourage the consumption of dairy products, thus providing a practical means of conserving and regaining our lost soil capital.

Someone has observed that it takes a student 20 minutes longer to say what he thinks than to tell what he knows.

—Boulder



Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original single unit clipper—at the lowest price in history. The Andis is easier to operate—its weight rests on the animal as you guide it with the form fitting sealed motor—no shafts or stand. Blades run on hardened steel roller bearings—no gears, no oil, no dust. The Andis is the choice of leading veterinarians, Army, Navy, Marine, and Air Corps, and is used by hunters, trappers, and breeders everywhere.

Low Cost Operation — A Battery Runs It!
You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC only \$17.50. Models for 6 v. storage battery, 9 v. Delaval Unit, 32 v. light plant, 220 v. High Line, 22 extra, 20 feet of unbreakable rubber—covered cord regular equipment.

10 Days Trial
Money-Back Guarantee
Send only \$1.00 (if you want) — pay postman balance two pay postage or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

ANDIS CLIPPER CO., Dept. A-17-B Racine, Wis.

Classified Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 4 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

SALESMEN

MILKER SALESMEN—One sale per week makes big income. Each neighborhood sale brings many more; capable hard workers make \$4,000 or more. Paul Grant, S.M., Dept. 202A, 520 N. Michigan Ave., Chicago, Ill.

Cream Markets Lower

LOWER PRICES for cream sold on the open market in Philadelphia is an outstanding feature of our local situation this month. Prices for the week ending January 20 ranged about 50 cents lower than the previous week. Cream having Pennsylvania, New Jersey, Newark and Lower Merion Township approvals averaged about \$13.50 per can while that having Pennsylvania approval only averaged about \$12.25 per can, with Newark and New Jersey approved bringing mostly \$13.00. These are open market prices as reported by the Agricultural Market News Service for 40-quart cans of 40 percent cream. This is in contrast to a slightly rising butter market. This cream in the form of fluid milk would make 3.5 percent milk worth from \$1.33 to \$1.43 per hundredweight, as compared with the Philadelphia Class II price, as set by the Milk Control Commission, of \$1.58 per hundredweight for 3.5 percent milk in January. There is no processing charge included in this cream equivalent price.

Milk sales during December increased 3.01 percent over December a year ago, according to the Milk Industry Foundation report covering 136 markets. The daily average sales for the 12 months of 1939 shows an increase of 2.83 percent over 1938.

Milk production was some 2 percent higher on January 1, 1940, than the same date a year ago. This represents an all time high for January 1, but, in relation to the

consuming population, represents only about 2 percent increase over the 1929-38 average. Production in Pennsylvania, according to the crop reporters, averaged 15.7 pounds per day on January 1, 1940, as compared with 15.3 pounds on January 1, 1939. New Jersey production averaged 18.8 pounds as compared with 18.5 pounds a year ago. Maryland production was the same for the two periods, it being 14.2 pounds per cow per day.

Fluid milk prices for January showed only a slight change. The retail price in Rochester, New York, advanced 1 cent per quart, with no change indicated in the producer price. Lansing, Michigan, Class I price was advanced 10 cents per hundredweight and the Evansville, Indiana, Class I price was up 7 cents. However, at Knoxville, Tennessee, the Class I producer price was reduced 25 cents per hundredweight with no change in retail price. The El Paso, Texas, price was 15 cents lower to producers while the Sacramento, California, Class I price was reduced 3 cents per hundredweight with a retail price increase of one-half cent per quart at the same time.

Butter prices continue to show firmness with New York 92-score butter quoted at 33 cents per pound on January 27, the highest that butter has been since February 4, 1938. Undoubtedly, this strong price is due in part to the restricted production caused by weather conditions as well as the fact that storage holdings have been considerably reduced due to a rather strong consumer demand. According to the daily cold storage report for January 26 there were 22 million pounds of butter in cold storage in ten principle markets of the United States as compared with 99 million pounds for the same week day last year. This is a decrease of 77 million pounds. Total storage supplies of all types of cheese were 108 million pounds on January 1 as compared with 120 million pounds one year earlier.

Dairy product prices, with the exception of butter and cheese, have shown recent weakness and it is reported that the powder market has dropped as much as 2 cents per pound in the last few weeks. The latest government report, as of late November, does not reflect this trend. At that time, powdered skim milk averaged about 8.25 cents per pound as compared with 4.5 cents for the same month the previous year. Total dry skim milk stocks on December 1 were about

7 1/2 million pounds as compared with nearly 37 million pounds on December 1, 1938. There has also been a reduction in the stocks of dry whole milk, and particularly of dry butter-milk.

Evaporated milk production was 135,536,000 pounds during December as compared with nearly 115 million pounds for December, 1938, an increase of 18 percent. For the year 1939, the United States government report shows that there were 2,177,000,000 pounds of evaporated milk produced as compared with 2,104,000,000 pounds in 1938, an increase of 3 percent. Stocks of evaporated milk on January 1, 1940, totalled 186 million pounds as compared with 205 million pounds on January 1, 1939. This is a reduction of 9 percent, but is about 10 million pounds more than the 5 year average, 1934-38, supply in storage. According to government figures prices paid by condenseries to producers for December averaged \$1.49 per hundredweight for 3.5 percent milk as compared with \$1.48 which was paid in November and \$1.26 for December, 1938.

Feed prices continue to show an upward trend, as will be noted from the price tabulation which appears on page 6. All items listed, except 16 percent ready-mixed ration, showed an increase in January over the December price. Likewise the same feeds all show a substantial increase over the January, 1939, price, except linseed meal which is about 10 percent lower than a year ago.

Butter production in 1939 totalled 1,757,395,000 pounds according to an Agricultural Marketing Service report of the U. S. D. A. This was a decrease of 2 percent under the 1938 total production and an increase of 6 percent over the eight-year, 1930-37, average. December production of 118,430,000 pounds was 4 percent under December, 1938, and 5 percent above the eight-year average. It was also 5 percent above the November production.

American Cheese production in 1939 totalled 521,535,000 pounds, which was 7 percent less than in 1938 but 22 percent above the eight-year, 1930-37, average. December cheese production of 28,600,000 pounds was down 5 percent from November, but was 1 percent above December, 1938, and 20 percent above the eight-year average. Figures are not yet available on the total of all cheese, but the American variety constitutes perhaps 80 to 85 percent of the country's total production.

JANUARY, 1940, BUTTER PRICES			
Date	Philadelphia 92-Score	New York Solid Pack	Chicago
2	30 1/4-30 1/2	30	29 1/2
3	31 1/4-31 1/2	31	30
4	31 1/4-31 1/2	31	30
5	31 1/4-32 1/4	31 1/2	30 1/4
6	31 1/4-32 1/4	31 1/2	30 1/4
8	32 -32 1/4	31 1/2	30 1/4
9	32 1/4	31 1/4	30 1/4
10	32 1/4-32 1/2	32	31
11	32 1/4-32 1/2	32	30 1/4
12	31 1/4-32	31 1/2	30 1/4
13	31 1/4-32	31 1/4	30
15	31 1/4-31 1/2	31	30 1/4
16	31 1/4-31 1/2	31	30
17	31 1/4-32	31 1/2	30 1/4
18	32 1/4-32 1/2	32	30 1/2
19	32 1/4-32 1/2	32	30 1/4
20	32 1/4-32 1/2	32	30 1/2
22	32 1/4-32 1/2	32	30 1/4
23	32 1/4-32 1/2	32	30 1/4
24	32 -32 1/2	32	31
25	32 1/4-33	32 1/2	31 1/2
26	33 -33 1/2	33	32
27	33 -33 1/2	33	32
29	32 1/4-33	33	32
30	32 1/4-33	33	32
31	32 1/4-33	33	32
Average	32.15	31.85	30.76
Dec. '39	30.51	30.15	29.54
Jan. '39	26.67	26.29	25.52

Protect Newly Poured Cement From Freezing

Farmers making repairs about the farmstead during the winter often have occasion to use concrete. According to specialists from Pennsylvania State College, a number of things must be taken into consideration when working with concrete during freezing weather.

Setting and hardening of concrete are suspended while it is frozen, they explain. Upon thawing, the chemical processes of hardening are resumed until ultimate strength is attained. He warns that trouble may result if frozen concrete is mistaken for properly hardened materials and the forms removed or a load imposed. The concrete fails to hold when it thaws.

Little damage need be expected if freezing is postponed until the concrete makes its initial set. Heating the mix water and the sand and gravel, and then covering the placed concrete with hay, straw, earth or other insulating materials during cold weather will delay freezing until the materials set.

The freezing point of the mixing water used with the concrete can be easily and cheaply lowered by adding salt. About one and one-half degrees reduction in the freezing point can be obtained for each one percent of salt added to the mix water. Percentage is based on the weight of the cement used. Twelve pounds of salt per barrel of cement reduces the freezing point to 17 degrees Fahrenheit, without weakening the concrete. Four sacks of cement equal a barrel.

There's that neighbor down the road who is not an Inter-State member—and should be. Make it a point to tell him what your organization can do for him—and sign him up. It will make your Cooperative stronger.

FASTEST MILKER EVER BUILT



SURGE STANDS SUPREME!

Outsells ALL OTHERS
BECAUSE IT
Outmilks ALL OTHERS

... And that's the whole story in a nutshell. The Surge sells faster because the Surge milks faster—milks faster while it's on the cow... and it's on the next cow sooner... The Surge is easier to handle and operate; it's simpler, more practical. More and more men are buying the Surge because their neighbors are happy with the Surge.

The Surge milks best because:

1 ONLY THE SURGE milks with a stimulating tug and pull that gets all the milk and gets it sooner... and... never forget that fast milking does mean more milk... and richer milk.

2 ONLY THE SURGE is instantly adjusted to give each cow just the kind of milking action that she prefers and needs. The Surge patented principle of Surcingle Suspension gives the Surge a flexibility that no other machine has or can have.

3 ONLY THE SURGE holds the distance from teat to pail down to a short, clean four inches! Only the Surge has no long milk tubes and no claws.

4 ONLY THE SURGE insures udder safety because it is the only milking machine that holds the teat cups down where they belong... Surge cups can't creep up and swallow the udder.

Surge MILK COOLER



The only cooler that provides Shrouded Air Current—which puts every bit of air to work cooling the entire condenser—and saves you money... 13 to 23 1/2% more efficient... better designed... better built of better materials... the big Cooler Catalog is FREE!

MAIL THIS COUPON NOW

Dealers! Agents!

Good territory just opened to Dealers and Agents. Write for details.

Surge Milking Machine Co., 566 Spencer St., Dept. 6832, Syracuse, N. Y. Gentlemen: Send your free catalog, prices and Easy Terms offer on

☐ SURGE MILKER ☐ SURGE COOLER

Name.....

Address.....

.....No. Cows Milked.....



Meeting Calendar

February 8—District 25 dinner meeting—Community Hall, Smithsburg, Maryland, 11:30 A.M.

February 20—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

February 22—Wilmington Inter-State Milk Marketing Committee—Newark, Del.

February 27—Altoona-Huntingdon Inter-State Milk Marketing Committee—County Agent's Office, Hollidaysburg, Pa.

February 28—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.

March 1—West Windsor Local—Home of Frederick Shangle, Trenton, N. J., R. 2, 8:00 P.M.

August 19-21—1940 Penna. Country Life Conference—Newton Hamilton, Pa.

October 12-19—National Dairy Show—Harrisburg, Pa.

WPA rat-powder, it doesn't kill them, just slows them down so they are easy to catch.

Horace F Temple
INCORPORATED

PRINTER

WEST CHESTER, PENNSYLVANIA

The boy was the center of a group of admiring men and women. He had crawled out on thin ice to rescue a playmate, who had broken through. "Tell us, my boy, how you were brave enough to risk your life to save your friend," asked one of the ladies. "I had to," was the breathless answer. "He had my skates on."

CASH PRIZES FOR PICTURES

Entered in the Review Picture Contest

PRIZES: \$5.00 if picture is used on front page. \$1.00 if used on inside page.

OPEN TO: Members of Inter-State Milk Producers' Cooperative and their families.

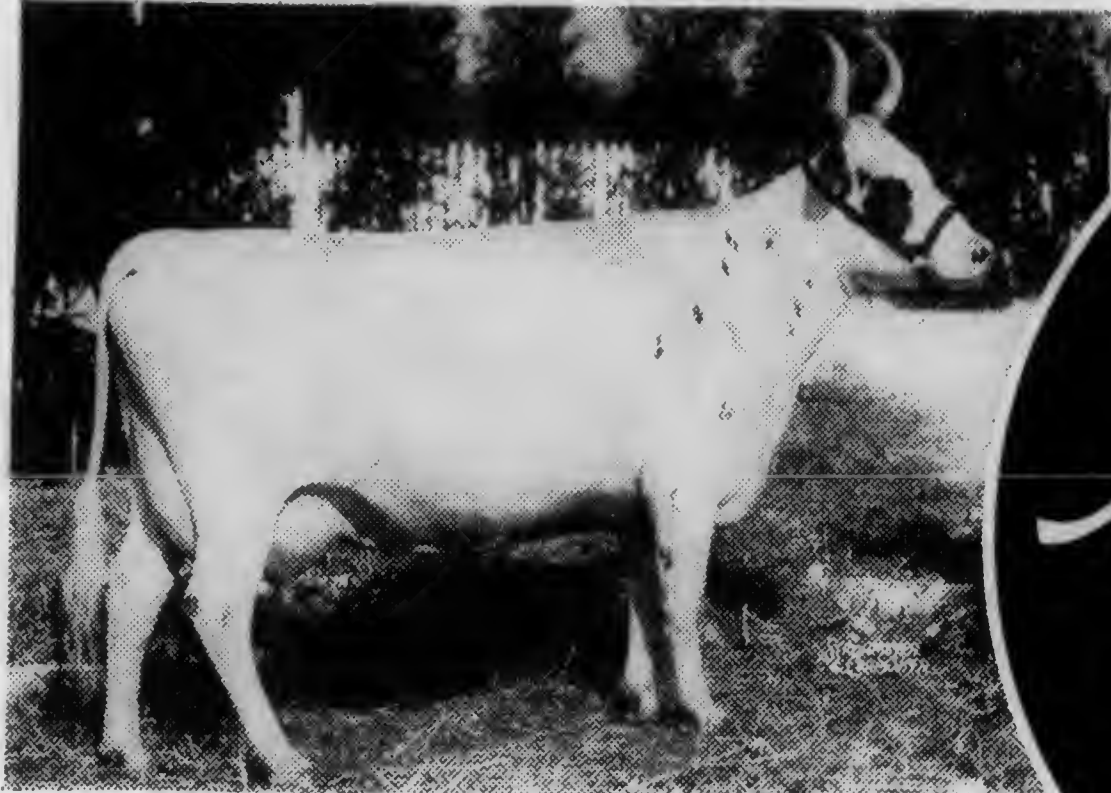
REQUIREMENTS OF PICTURE:

Clear, sharp outlines; attractive background. Farm subject, that will interest others on its merits.

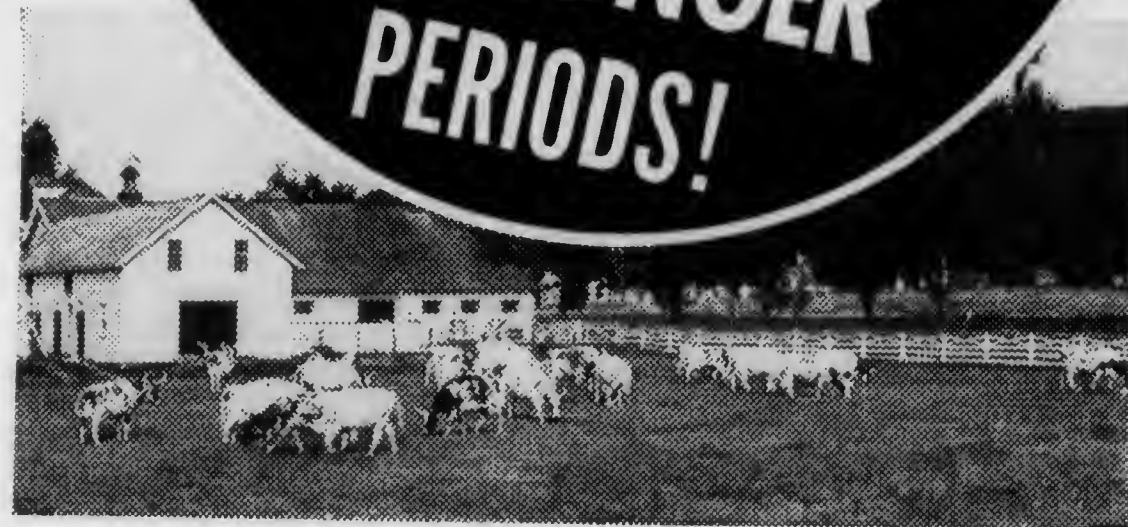
DESCRIPTION OF PICTURE (Brief).

IDENTIFICATION OF SENDER.

(Unused pictures will be returned).



This Famous
AYRSHIRE HERD
 makes high 3-Year Record on
BEACON Test
Cow RATION



Top left: *Penshurst Charming Elma #134534*—the world's youngest Ayrshire Cow to qualify for the 100,000 lb. club at 8 years, 8 months, 25 days. The present lactation will be her highest. In 327 days she has 19,007 lbs. of milk and is still milking over 40 lbs. daily.

This Photo shows part of Iroquois Herd at Cooperstown, New York. This herd uses Beacon Rations exclusively.

The proof of a dairy ration is in the results you get over a long period. And that goes for Beacon Test Cow Ration. Introduced in 1936, this ration has proved that it not only helps secure maximum production, but it also helps maintain high production during the entire lactation period.

Iroquois Herd, of Cooperstown, New York—with George Jackson as herdsman—has proved it. Mr. Jackson was one of many progressive dairymen to put his herd on Beacon Test Cow Ration 3 years ago.

During this period his herd has made the following outstanding record:

Year	Milk lbs.	Fat lbs.	Test %	No. of Cows
1936-7	10,436	425.03	4.07	26
1937-8	9,738	412.46	4.24	21
1938-9	10,671	450.33	4.22	26

All but one animal in present milking herd has been bred on farm.

The reason that Beacon Test Cow Ration helped Mr. Jackson, and many other dairymen, to reach new highs in

milk production over longer periods is because it was developed especially for this purpose. Many different formulas were studied in different herds for a number of years before Beacon Test Cow Ration was put on the market.

The result is a ration which meets the most critical demands of feeding: (1) It is extremely palatable, bulky and safe (2) It is high in fat content—4 3/4%, and (3) It is low in fibre—less than 9%. This combination of high fat and low fibre results in a ration high in total digestible nutrients. That is why it is especially valuable for quality dairy herds.

Investigate the many advantages of Beacon Test Cow Ration. Give it a trial under your own conditions on your own herd. And notice how it helps you to MAINTAIN high milk production over longer periods.

See your local
BEACON
DEALER
T O D A Y.

We also make feeds for
 chickens, turkeys, ducks,
 game birds, horses, hogs,
 beef cattle, sheep, goats,
 rabbits and dogs.

The BEACON MILLING CO., Inc., Cayuga, N. Y.

We make a complete line of specialized dairy rations to meet every requirement.

BEACON Dairy Feeds

All herds of cattle in the United States have had at least one test in the campaign to eradicate tuberculosis. The last herd to receive its first test is located in Stanislaus county, California.

All States in the country, except California, have been listed as modified accredited areas for some

time. In that state six counties have not yet attained the goal of reducing the frequency of tuberculosis to less than 1/2 of one percent.

Since 1923, American dairymen have supplied on the average about 99 percent of the domestic market for dairy products.

"Stand up!" shouted the colored evangelist, "if you want to go to heaven."

Everybody got up but one old man. "Don't you want to go to heaven, my brother?" shouted the preacher, loudly.

"Sho," said the old man, "but Ah ain't going with no excursion!"

Milk Producer

INTER-S

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER

Vol. XX

Philadelphia, March, 1940

No. 11

Library.
 Agr. Econ. & Fm Mgt. Dept.,
 Warren Hall, College of Agr.,
 Ithaca, N. Y.



Good Cooks Use Milk

4-H Dairy Club Work Improves Boys and Herds

MANY top-notch dairy herds of this country that are owned by actual farmers, got their start within the last 10, 15 or 20 years with a 4-H dairy club calf—plus guidance, help and encouragement of the 4-H club member by intelligent and aggressive club leadership.

There is room for more of this kind of dairy development—lots more of it. In fact, it seems that all too often one single 4-H dairy club is considered sufficient for a county. Frankly, it is not enough, unless it is a very small county.

Leadership in these 4-H dairy clubs is needed—leadership that is interested in boys and girls and in developing their future and not in the selling of calves; leadership that can guide and advise the young folks on dairy type, care of the calf, feeding of the cow, caring for the milk and sound business principles in producing and marketing that milk.

Perhaps no method is more effective in teaching these points than is the dairy demonstration. It is effective not only for those who participate in the demonstrations but for the other club members and for the men and women of the community.

Delegates and other members who attended the Inter-State annual meeting last November saw such a demonstration by Pennsylvania's champion demonstration team. The principles driven home in that simple but effective demonstration are fundamental even though not spectacular. They represent sound knowledge plus an exhibition of skill born of practice and more practice.

Excellent Demonstration Teams

In that connection, we must also congratulate Maryland, from which state was selected at the National Dairy Show the champion demonstration team for the eastern section of the country; and to Delaware, which also did a splendid job in demonstration work. (The Delaware and Pennsylvania teams did not compete at the National Dairy Show because the distance prevented the trip).

With the 1940 National Dairy Show being held at Harrisburg next October we feel it is a privilege for every county agricultural agent and every dairy leader, in and out of Inter-State over the entire Philadelphia milk shed, to see that his community is represented in 4-H dairy activities, with the hope

that the local team will represent his state in some kind of dairy club work at that show. Even though the local team may not get that opportunity, a little effort among local businessmen will enable the outstanding local 4-H dairy club members to obtain a trip to the

Business, Pleasure, Food Prevail at District 13 Meeting

INTER-STATE members of District 13 held a highly successful dinner meeting at Huntingdon, Pa., on February 1. A crowd of 350 members, their families and other friends attended. This was one of a series of dinner meetings being held by Inter-State members throughout the territory.

Guy Neff, president of District 13 delegates, did a splendid job as toastmaster and kept the meeting moving on schedule in spite of the crowded program.

Benj. H. Welty, Inter-State's president, talked briefly, in which he emphasized that the consumer is the final judge of our product, both as to quality and price and that the industry must keep her in mind in the formation of its policies. Mr. Welty also warned that the present and future effect of the European war is difficult to judge, and that should the war suddenly cease, or become more wide-spread, it may upset our economic structure.

O. H. Hoffman, Jr., general manager of Inter-State, discussed with the members and their friends the future of our milk market and emphasized that milk must sell on its merits as a beverage if we are to capture the big adult market which is now given over almost entirely to other less nourishing but highly advertised beverages. In order to capture this market, he insisted, there can be no compromise with quality.

Mr. Hoffman also brought out that efficient production is, after all, the individual producer's own key to dairy profits and in order to obtain these profits it is highly essential that sound herd management practices be followed and boarder cows be eliminated from our herds.

Harry B. Stewart, Inter-State director from District 13, reminisced briefly on local Inter-State history

National Dairy Show and see this great exposition, including exhibits and contests of 4-H club boys and girls of their own and other states.

Now is the time to start to build a bigger and better 4-H dairy club, or if your community had no such club last year, to start such a club. We must show the management of the National Dairy Show that the Philadelphia milk shed has the kind of 4-H members that will make all competitors know they have been in a real contest, regardless of who may win.

and work and what the organization had done for Huntingdon county producers.

The Philadelphia milk shed has been more fortunate than some other sections of the East during recent months, said Dr. Kenneth Hood, Extension Economist of Pennsylvania State College. He referred especially to activities of "protest" groups that had sprung up in some neighboring areas and which were making promises that could not be fulfilled, at the same time attempting to discredit established cooperative groups that were operating according to economic principles. He emphasized that farmers should insist on keeping their own organizations in their own hands and to avoid any possible communistic influence which has attempted, in many instances, to steer the course for farm organizations. This problem, he said, must be met by education.

The final speaker was John H. Light, Pennsylvania Secretary of Agriculture, who discussed the work that his department is doing for farmers in general and dairymen in particular. He also discussed agricultural legislation and how it can help the farmer. In this connection he made it plain that there are certain things that can't be accomplished by legislation, that legislation can't displace sound, economical business principles.

Nobody else can co-operate for us; that's one thing we have to do ourselves—without passing the buck.

A small boy was hurrying to school, and as he hurried, he prayed, "Dear God, don't let me be late—please, God, don't let me be late." Then he happened to stumble and said, "You don't have to shove."

The Way to Keep a Husband Home

THEY tell me, is to make home a livable place for him to stay in. Woman for a thousand years has known the soundness of this and with a little gentleness and plenty of good cooking she wraps the average man around her finger without him even suspecting what's going on.

The same thing goes in other relationships in life. My home-town feed dealer will have no trouble keeping my business if he sells me feed of good quality at a reasonable price, but if he makes it hard for me to do business with him I will hunt another feed dealer—whether he is in my own home town or not. This is true of every man who buys, whether he be producer, dealer or consumer. Fair treatment, fair prices and a good quality of product are what it takes to get the business AND KEEP IT and any attempt to avoid them will only drive the buyer away.

This is especially true of milk. Nothing will keep any local market as safe for local producers, and dealers too, for that matter, as will making it possible, reasonable and practicable for the home milk to be bought by home buyers.

Feed dealers, producers, dealers, all of us, must do what we can to keep our local buyers. Once they get the habit of breaking out of the home pastures, like husbands and heifers, they will be difficult ever to get corralled again.

O. H. Hoffman

"Garlic" Precautions

It is a safe bet that before the April REVIEW reaches our readers there will be numerous "rejects" because of garlic odor in milk.

Theoretically this source of loss could be prevented entirely but practically the best we dare expect is a substantial reduction in rejections for garlic and in order to accomplish this reduction producers must first understand the principles of garlic control and then follow recommendations.

Experience has shown that a garlic flavor and odor can be detected within a minute or two after a cow is fed garlic and that with a healthy cow this odor and flavor will continue to be present for at least seven hours after eating the "fragrant weed". In fact, it has been observed that a cow not in good physical condition will continue to throw off a garlic odor in her milk as long as fifteen hours after eating the garlic.

First Green to Appear

Add to this persistence of the garlic odor the fact that if any garlic is present in early spring pastures it is the first vegetation to show itself and in such pastures it is frequently the only growth available to the cows.

With such a pasture, therefore, the producer must choose between letting his cows eat the garlic and getting milk back—or keeping the cows off the pasture and feeding

them in the barn at greater expense, but saving his market.

Even after the grasses in the pasture show some growth and furnish grazing for the cows there will be plenty of garlic eaten by the cows, but its effect will not be as bad as when the cow has no choice but to eat the garlic or go hungry. In fact, as soon as a rich growth of grass develops cows will show their good sense by choosing to eat the grass and for the most part leaving the garlic.

In any case, the dairyman who has garlic infested pastures should, if at all possible, plan to grow enough feed, whether hay, fodder or silage, to carry his herd past the garlic season. This means planning a year ahead.

Take Off Pasture Early

But for the producer who must utilize his pasture as soon as there is a reasonable growth of grass, certain practices are urged for controlling the garlic flavor. The most common is to pasture only for a short time immediately after milking, then getting the cows out of the pasture and feeding dry feed. In practice this would mean taking the cows off pasture in the middle of the forenoon and also permitting them to be on the pasture for only two or three hours after the evening milking. It has been found that if the pasture is damp from heavy dew or rain there is a greater tendency for



This picture of Louise Brendle and her Hereford baby beef wins a \$1.00 prize in the Review Picture contest for Israel W. Brendle, New Holland, Pa. With the National Dairy Show coming to Harrisburg, Pa., next fall we hope Louise will join the 4-H dairy calf club this spring.

garlic odor in the milk. Because of individual circumstances it is necessary that each producer study his own conditions and apply these suggestions as they will best fit his circumstances.

One control available to any and every producer, however, is to examine the milk before it leaves the farm and if, upon removing the cover from the can, a garlic odor is noticed, the producer will know right then that if he sends that can to market it is likely to come back with a rejection tag marked "garlic odor".

One other suggestion to producers who may have trouble with garlic odors—see your county agent and your neighbor producers who have been able to overcome this trouble and use their experience for your protection.

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Why Grass Silage Is Gaining Popularity

Grass silage, or legume silage, as some call it, has experienced a tremendous increase in popularity during the past few years. In fact, R. H. Olmstead, dairy extension specialist at Pennsylvania State College, reports that the number of Pennsylvania farmers who are putting in this type of silage has increased from 25 to approximately 1500 during the past three years. The merits of this new feed explain this rapid increase. Briefly,

it has two outstanding advantages. (1) it permits "making hay in the rain", or at least in rainy weather. (2) it permits cutting the grass or legume when its feeding value is at the highest and it saves all the proteins in the feed, thus reducing the amount of high protein feeds that must be purchased in order to feed a properly balanced ration.

On another page of the Review will be found a discussion of the equipment needed and the methods followed by some dairymen in putting up grass silage.

Michigan Control Law Upheld In Courts

As happens to all new legislation in recent years, the Michigan Milk Control Act was tested in the courts recently. This act was passed by the 1939 legislature and immediately after becoming effective the Johnson Milk Company of Detroit apparently chose to violate the regulations established by the Board. This company was taken to court by the Board for its alleged violations and in handing down his decision Judge Toms of the Wayne Circuit Court declared that the reasons advanced by the defendant for violating the orders of the Board and challenging the constitutionality of the act itself were inadequate.

In his opinion the Judge defined five points in the controversy which were advanced by the defendants. These points were:

1. Personal interest of members of the Board in the milk business alleged to violate law.
2. Legality of the check-off from payments to producers questioned.
3. Notices of hearings alleged inadequate.
4. Limits on judicial review in relation to violation of due process of law.
5. Base-surplus plan in regard to unlawful delegation of legislative power.

The Judge concluded his opinion with these words: "It follows that none of the reasons urged by the defendant in support of his claim of unconstitutionality of the Michigan Milk Marketing Act can be sustained. A decree granting the relief prayed for in the bill of complaint in conformity with this opinion may be presented."

The State Attorney's office appointed Donald I. Albaugh, who is legal counsel for the Michigan Milk Producers' Association, to represent the State Milk Board in the trial of this case.

Tommy: "Is it really lucky to have a black cat follow you?"

Smith: "Well, it all depends on whether you are a man or a mouse."

Prompt Federation Action Keeps Oleo Door Closed

Quick action on the part of the National Cooperative Milk Producers' Federation, coupled with the floor leadership of Senator LaFollette of Wisconsin, resulted in another victory over attempts to open up the way for the purchase of oleomargarine and butter substitutes for veteran's institutions. The Independent Office Appropriation bill, which includes appropriations for the Veterans' Administration, was approved by the House of Representatives in a form which would continue to prevent such purchases of butter substitutes and oleomargarine, except for cooking.

But when the bill reached the Senate it was referred to the Appropriations Committee, which amended the House Bill in a manner which would strike out this protecting language. When this committee amendment came upon the floor of the Senate it was defeated by a vote of 42 to 11.

We are pleased to report that of the eight Senators in Inter-State territory, five definitely voted against this amendment, the other three not voting. Those who showed their opposition to this amendment thus demonstrated their interest in protecting dairymen.

Butter Marketing Program Endorsed by Leaders

The dairy marketing program, which has been carried on during the past two years by the Dairy Products Marketing Association, was again endorsed by that association at its recent meeting in Washington, D. C.

This organization, commonly known as the DPMA, has lent support to the butter market during the past two years whenever butter prices dropped to a level which it felt was unjustifiably low, thus stabilizing the income of butter producers. Since butter prices influence the price of many other manufactured dairy products this activity helped stabilize the entire dairy price structure.

The DPMA is an organization of eight farmer-owned cooperative associations engaged in marketing butter. Financial support for their activities was obtained through Federal grants and the supplies purchased by the DPMA were sold largely to the Federal Surplus Commodity Corporation for relief distribution. During the past winter when butter prices advanced rather sharply, some of the remaining supply was resold to the trade, thus helping prevent unduly high retail prices.



This view of the Theodore Hoffeditz farmstead, Greencastle, Pa. shows neat buildings that have had proper attention. (A Review picture contest winner).

A Simple Cure

Mr. A was having "sediment" trouble. All too frequently his buyer's reports showed No. 2 or No. 3 sediment discs.

Penalty lay-offs were threatened if improvement was not made and such lay-offs cost money.

Finally this was brought to the attention of an Inter-State representative and he made it a point to call around at the farm shortly before milking time.

"Do everything exactly as you always do it; don't change a thing in handling either your herd or your milk tonight," Mr. A was told.

A careful study of equipment and of methods followed on this farm revealed only two things that were really wrong: (1) the milk house was 150 feet from the barn and, therefore, the milk was strained in the stable where (2) it was exposed to the dust that was raised when soy bean hay (almost always dusty) was fed just before milking.

The recommendations were (1) build an inexpensive strainer house near the barn and strain the milk there immediately after each cow is milked; (2) wait until after milking to feed the dusty hay—and any other feed that might raise dust or cause an off-odor or flavor in the milk.

Mr. A did those two things and his sediment troubles disappeared at once.

A Good Sign

It has been the popular conception during the past 15 or 20 years, that labor unions were universally demanding more pay and shorter hours. It is refreshing, therefore, to learn of the action of the Chicago Milk Wagon Drivers' Union which, about a month ago, held a vote on whether or not that union would approve a wage reduction of about \$8.00 a week in order that the unemployed milk wagon drivers could recover some of the jobs that had been lost to them during recent years.

Incidentally, this is the same union which, early in 1940, had its first election of officers in 19 years.

The members of the union turned down this voluntary cut. They turned it down, it is reported, be-

cause there was no certainty that taking the cut would increase the number of jobs for union members, or that the cut could or would be passed on to the consumers.

The significant thing is that this union, which for twenty years had been forcing wages upward, finally considered a reduction.

Equally important, immediately after this vote was taken plans were developed to explore the entire subject of hours, unemployment of members, relation of wages to retail prices, and similar subjects. These issues are to be considered soon, when a new contract will be made with their employers.

It is refreshing that this group, which had earned for itself in the public mind a picture of selfishness, has changed its attitude and is considering the effects of its policies on the entire industry, which, in turn, is governed largely by the collective consumer attitude.

Releases Presidency After Twenty Years

Robert C. Mitchell completed, in January this year, twenty years of service as president of the Connecticut Milk Producers' Association. Mitchell was one of the organizers of that association in 1917 and has been a director ever since, being re-elected this year for a three-year term.

Mr. Mitchell is also a member of the Executive Committee of the National Cooperative Milk Producers' Federation and, with the exception of N. P. Hull of the Michigan Milk Producers' Association, has enjoyed the longest period of service as an association president in the dairy cooperative field.

The directors of his association elected C. Marsden Bacon to succeed him as president.

The Certified Milk Producers' Association of America, at its recent annual meeting, elected Dr. E. A. Woelffer of Boston to the presidency of that organization. Dr. Woelffer is associated with H. P. Hood and Sons of Boston. He succeeds Mrs. B. F. Johnston of Ecclestone, Maryland.

Violator of Boston Order Goes to Jail

Enforcement of sound milk marketing regulations seems to be the key to the success of any dairy control program. Within the last few weeks a dealer who chose to violate the Federal marketing order in effect in the Boston area was jailed when, after due warnings, he refused to comply with that order. Ample warning had been given this dealer and 39 others who had been cited for their failure to comply with orders of the court and were told to fulfill all their obligations under the marketing order.

In the hearing of these dealers, Judge Sweeney of the United States District Court said in part, "Whether or not you like the milk act is of no consequence to this court, and whether or not I like it is of no consequence. It is the law of the United States, and as such it is going to be obeyed, and it is the duty of this court to see that it is obeyed. . . . you have got to comply with the act or, frankly, go out of business. You cannot continue in the class of business that you have chosen as your business without complying fully with the act."

Obviously, Judge Sweeney is taking the law as written by Congress and as approved by the United States Supreme Court and is enforcing it.

During the same period, however, the market administrator in the Chicago area sought an injunction against a violator, which was denied by Judge Woodbury. The defendant in this case requested more particulars from the government, which request was granted by the Judge. In a layman's opinion it would seem that these requests were rather far-fetched and that the particulars were fully covered by previous actions of and information supplied by the market administrator in that area.

Employer: "Hm, so you want a raise in wages, do you? Tell me this, how did you get that black eye?"

Office Boy: "Please, sir, somebody called you a tightfisted old skinflint, and naturally I resented it."

The history of agriculture is given in picture form in a book "Steel Serves the Farmer", recently published by the American Iron and Steel Industry, 350 Fifth Ave., New York City. This booklet contains well over 100 illustrations and emphasizes the many uses to which steel is put on the farm today. In requesting your free copy, mention the Inter-State Milk Producers' Review

Prices Paid for 4% Milk By Philadelphia Dealers
January, 1940, f.o.b. City Plant

Abbotts Dairies	2.44
Baldwin Dairies	2.46
Breuninger	2.72
Wm. Engel Dairy	2.84
Frankford Dairies	2.65
Gross Dairy	2.62
Harbison	2.73
Missimer	2.60
Scott-Powell	2.53
Supplee-Wills-Jones	2.47
Sypherd Dairies	

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.

	Class I	Class II	Class III
January	\$2.85	\$1.80	\$1.27
February	2.85	1.80	1.18

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Central area, including Huntingdon, Mt. Union and Tyrone, as set forth in Official General Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	JANUARY	FEBRUARY
All Penna. Markets	\$1.32	\$1.23
Md. & Del. Stations	1.31	1.23
Wilmington	1.31	1.23

Average price 92-score butter at New York: Cents Per Pound

	First Half	Last Half	Monthly
January	31.33	32.29	31.85
February	30.35	28.75	29.59

The January average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer. The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

"Profitable Dairy Management" is the title of a 100-page book recently issued by the Beacon Milling Company of Cayuga, N. Y., which is free to dairymen. It is well written and has chapters covering the feeding and management of the milking herd, disease control, calf raising, selecting the herd sire, care of the dry cow and similar subjects. Mention the Milk Producers' Review when writing for your copy.

Youth: "That girl you picked up at the dance last night was from Ireland, wasn't she?"

Chum: "No, from Iceland."

Classification Percentages—January, 1940

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A"	68	7	25	
" " "B"	64.6	10.4	25	
Baldwin Dairies "A"	80	6	14	
" " "B"	66	9	25	
Blue Hen Farms	62.2	10.9	26.9	
Breuninger Dairies	80	15	5	
Clover Dairy	69.04	11.52	19.44	54% of Prod.
Delchester Farms	62.5	37.5		
Eachus Dairies	85	8		
Engel Dairy	89.63	7.13	3.24	
Fraims Dairies	80	12.08	7.92	
Frankford Dairies	72.41	27.59		
Gross Dairies	70	30		
Harbison Dairies	80	17	3	76% of Class I
Hernig, Peter	40	60		
Hoffman Dairy Co.	43.5	7.5	49	
Keith's Dairy	77.5	x9.6	x2.1 x10.8	
Martin Century Farms	81.43	y18.57		70.27% Prod.
Missimer Dairies	68.39	31.60		
Mt. Union Sanitary Milk Co	92	8		
Nelson Dairy	60	28	12	
Pebble Hill Dairy	70	30		
Penn Cress Ice Cream	52.5	3.4	44.1	
Scott-Powell	64	33	3	78% of Prod.
Stegmeier, Clayton	64	4	32	
Supplee-Wills-Jones	61.45	29.03	9.52	84.62% of Cl. I
Turner & Wescott	70	30		
Waple Dairy	79.7	8.5	11.8	
Wawa Dairies	72	16	12	
Williamsburg Dairy	1-15 93	7		
" " 16-31 95	5			

NEW JERSEY (Percentages of Norm.)

	Norm	Cream	Excess
Castanea Dairy "A"	91	Balance	94% of Ex.
" " "B"	82		94% of Ex.
Scott-Powell "A"	z81.8	18.2	Balance
" " "B"	100		Balance
Supplee-Wills-Jones	100		Balance

(x) Percentage of each producer's individual base.

(y) Martin Century paid in January, Class I, 66.12% at \$2.79; 15.31% at \$2.98; Class II, 15.08% at \$1.74, and 3.49% at \$1.78. (Prices of 4% Grade "B" milk f. o. b. Lansdale.)

(z) "A" bonus paid on 59.7% of norms.

Feed Price Summary for February, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc. from data supplied by a selected list of feed dealers.

Ingredients	February 1940 (\$ per T.)	January 1940 (\$ per T.)	February 1939 (\$ per T.)	% Change Feb., 1940 compared with Jan. 1940	% Change Feb., 1940 compared with Feb. 1939
Wheat Bran	32.39	33.52	27.89	- 3.37	+16.13
Cottonseed Meal 41%	42.14	42.92	35.93	- 1.82	+17.28
Gluten Feed 23%	34.26	34.68	27.81	- 1.21	+23.19
Linseed Meal 34%	43.66	44.52	49.30	- 1.93	-11.44
Corn Meal	32.42	34.26	31.02	- 5.37	+ 4.51
Mixed Dairy Rations 16%	35.56	35.72	30.75	- .45	+15.64
" " 24%	41.44	41.98	35.71	- 1.29	+16.05
" " 32%	42.80	45.20	38.53	- 5.31	+11.08
Brewer's Grains	35.16	34.76	27.82	+1.15	+26.38

If you cast your bread upon the waters these days, it would most likely come back to you wrapped in cellophane.

She: "Will you love me just as much in chill December as in balmy June?"

He: "More, darling!"

She: "How more?"

He: "There's one more day in December, isn't there?"

An inexperienced young man from the city, sent to take an inventory of a farm, managed to make a list of all the chattels and stock until he came to an animal which he was unable to identify—a goat.

So he phoned his boss and said, "What do you call this thing that's around here with a rough coat worn out in spots, a white beard, and a long, sad face?"

"That, you fool, is the farmer!"

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

January Averages and January and February Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price in January	Class I Price Jan. & Feb.	Class II Price January	Class II Price February
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.78	\$1.67
Abbotts Dairies, Inc.	Coudersport, Pa.	2.04	2.38	1.70	1.59
" " "	Curryville, Pa.	2.10	2.47	1.71	1.60
" " "	Easton, Md.	2.15	2.56	1.61	1.54
" " "	Goshen, Pa.	2.24	2.63	1.73	1.62
" " "	Kelton, Pa.	2.25	2.65	1.74	1.63
" " "	Oxford, Pa.	2.25	2.65	1.74	1.63
" " "	Port Allegany, Pa.	2.04	2.38	1.70	1.59
" " "	Spring Creek, Pa.	2.02	2.34	1.69	1.58
Avondale Farms	Bethlehem, Pa.		2.85	1.63	1.52
Blue Hen Farms	Wilmington, Del.	2.27	2.77	1.81	1.74
Breuninger Dairies	Richlandtown, Pa.	2.42	2.62	1.73	1.62
Centerville Producers' Co-op.	Centerville, Md.	2.50			
Clover Dairy Company	Wilmington, Del.	2.38	2.77	1.81	1.74
Delchester Farms	Edgemont, Pa.	2.53	2.98	1.78	1.67
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.78	1.67
Eachus Dairy	West Chester, Pa.	2.71	2.85	1.63	1.52
Fraims Dairies	Wilmington, Del.	2.54	2.77	1.81	1.74
Harbison Dairies	Brandtsville, Pa.	2.43	2.62	1.73	1.62
" " "	Byers, Pa.	2.43	2.62	1.73	1.62
" " "	Carlisle, Pa.	2.43	2.62	1.73	1.62
" " "	Hurlock, Md.	2.36	2.56	1.61	1.54
" " "	Kimberton, Pa.	2.43	2.62	1.73	1.62
" " "	Massey, Md.	2.38	2.58	1.61	1.54
" " "	Millville, Pa.	2.33	2.50	1.72	1.61
" " "	Sudlersville, Md.	2.38	2.58	1.61	1.54
Harshbarger, J. E.	Altoona, Pa.		2.96	1.63	1.52
Hernig, Peter	Boiling Springs, Pa.	2.07	2.58	1.73	1.62
Hershey Creamery	Greencastle, Pa.	2.10-1.95			
Highland Dairy Co.	Doe Run, Pa.	2.34	2.85	1.63	1.52
Hoffman's Dairy	Bedford, Pa.		2.96	1.63	1.52
" " "	Huntingdon, Pa.	2.14	2.85	1.63	1.56
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.78	1.67
Keith's Dairy	Altoona, Pa.		2.96	1.63	1.52
Martin Century Farms	Lansdale, Pa.	2.62	2.98	1.78	1.67
Miller-Flounders	Chester, Pa.	2.60	2.98	1.78	1.67
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.55	2.85	1.63	1.56
Nelson Dairy	Jeffersonville, Pa.	2.44	2.98	1.78	1.67
Pebble Hill Dairy	Doylestown, Pa.	2.62	2.98	1.78	1.67
Penn Cress Ice Cream Co.	Cresson, Pa.	2.35	2.96	1.63	1.52
Scott-Powell Dairies	Clayton, Del.	2.23	2.60	1.61	1.54
" " "	New Holland, Pa.	2.32	2.66	1.74	1.63
" " "	Pottstown, Pa.	2.35	2.71	1.74	1.63
" " "	Snow Hill, Md.	2.13	2.44	1.61	1.54
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.21			
Stegmeier, Clayton	Tamaqua, Pa.	2.48	2.96	1.63	1.52
Supplee-Wills-Jones	Bedford, Pa.	2.14	2.47	1.71	1.60
" " "	Chambersburg, Pa.	2.19	2.55	1.72	1.61
" " "	Hagerstown, Md.	2.12	2.49	1.61	1.54
" " "	Harrington, Del.	2.18	2.58	1.61	1.54
" " "	Huntingdon, Pa.	2.18	2.53	1.72	1.61
" " "	Leaman Place, Pa.	2.27	2.67	1.74	1.63
" " "	Lewistown, Pa.	2.19	2.55	1.72	1.61
" " "	Mercersburg, Pa.	2.19	2.55	1.72	1.61
" " "	Mt. Pleasant, Del.	2.18	2.58	1.61	1.54
" " "	Nassau, Del.	2.16	2.55	1.61	1.54
" " "	Princess Anne, Md.	2.11	2.47	1.61	1.54
" " "	Townsend, Del.	2.18	2.58	1.61	1.54
" " "	Waynesboro, Pa.	2.19	2.55	1.72	1.61
" " "	Worton, Md.	2.18	2.58	1.61	1.54
Sylvan Seal (Del. only)	F. O. B. Farm	2.10			
Turner & Wescott	Glen Roy, Pa.	2.38	2.65	1.74	1.63
Walnut Bank Farms	Quakertown, Pa.	2.59	2.98	1.78	1.67
Waple Dairies	Tyrone, Pa.	*2.37	2.85	1.63	1.56
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.36	2.98	1.78	1.67

* The amount paid on account was equivalent to this price.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

°Class I price of \$2.70 per cwt. of 4% milk effective Feb. 16-29.

°°Class II price of \$1.61 per cwt. of 4% milk effective Feb. 16-29.

Secondary Markets

TRENTON

The milk market situation in the Trenton area has been extremely quiet since the Holiday season. Production, however, seems bound to be ahead of consumption in spite of a reduction in norms as outlined in the February issue of the Review.

If the members in the Trenton area have not read the plan, it is suggested that it be carefully read and studied, as it will require the cooperation of every producer to keep our Trenton milk market on a firm basis.

There are few producers out of a market as this article goes to press and your manager has been kept busy during the latter part of February, endeavoring to keep the milk moving through regular channels.

LANCASTER

The Executive Committee of the Lancaster market discussed market conditions thoroughly at its February 19th meeting. Plans were developed for the disposing of excess milk which, according to indications,

will be on the market during the spring months. This points to the need for keeping production in line with the requirements of the market which are fairly uniform throughout the year.

The Committee also recognized and discussed the need for efforts to increase consumption of fluid milk in the area. Market Manager C. E. Cowan attended the meeting of delegates of the Metropolitan Cooperative Milk Producers' Bargaining Agency at Syracuse on February 27, which was called to discuss the hearing on the New York marketing order being held on February 29. A committee from the market attended this hearing.

The blended price of 3.5 % milk in the New York market was \$2.14 for January, f.o.b. the 201-210 mile zone. The price f.o.b. Lancaster was \$2.175 per hundred pounds. The announced price was based upon the following percentages and class prices:

Classes	Percentages	Class Prices
I	52.75	\$2.82
II-A	19.03	2.05
II-B	1.18	2.006
III-A	6.49	1.606
III-B	2.17	1.670
III-C	3.55	1.270
III-D	8.97	1.245
IV-A	5.84	1.170
IV-B	.02	1.265

Better Herds Possible With New Developments

The development of superior breeding stock in our dairy herds has received a great boost through recently developed methods of artificial insemination. A recent outstanding example of this was the mating of a purebred Holstein sire, Winterthur Posch Great Select, a son of a leading honor list sire and owned by Winterthur Farm of Delaware, with a Holstein cow, Lavim Gerblis of U. Neb, owned by the University of Nebraska.

In this instance the artificial insemination was accomplished with the help of air mail and the offspring of this mating is a bull calf, which, it is expected, will be unusually valuable in the development of superior breeding stock. The dam of the calf stood second on the National Holstein Honor List in 1937, with a record of 859.7 pounds of butterfat.

This method of breeding is being used on a large number of dairy farms especially in New Jersey where it was introduced by E. J. Perry after extensive studies in Denmark. For the average dairyman it saves the cost and work of keeping a herd sire on the farm and, more important,

it makes better sires available for use in those herds, thus helping these producers in carrying on a breeding program which should result in obtaining higher producing cows and will encourage the raising of good replacements. It should also be an aid toward establishing a more uniform production throughout the year, which is one of the big needs of our fluid milk markets.

Bang's Control Progresses

The eradication of Bang's disease from dairy herds of the country is making substantial progress, according to a recent report from the Federal Bureau of Animal Industry. This report shows that 209 counties in 17 different states have acquired a modified accredited rating as being free of Bang's disease. Two of these counties are in Maryland and 11 in Pennsylvania, while Virginia, with 72 counties, ranks first in the country. In addition, 285 counties in 23 states are now at work on area testing.

The plan parallels the tuberculosis eradication program which, with the exception of a very few counties in which the first area test has been completed, has placed the entire

country on a modified accredited basis for that disease.

Under the Bang's testing program, herds must be re-tested within 30 to 90 days if infection is found in the herd and this must be repeated until the herd is found free of the disease, following which a six-month period elapses before the next test, which must also show freedom from the disease.

In addition to the area testing, the frequency of the disease has been greatly reduced in many other areas and in a large number of herds through individual herd tests.

A Word of Praise for Our 4-H Club Work

COOPERATIVE EXTENSION WORK
IN AGRICULTURE AND HOME
ECONOMICS
STATE OF MARYLAND

Inter-State Milk Producers' Cooperative
Dear Sirs:

We feel that the team demonstration work which was done last year was one of the outstanding items of progress and it is our hope to increase to a considerable degree the number of 4-H Club members taking part in all sorts of demonstrations, especially the dairy club members. The success of our team at the National Dairy Show and the poultry team at the World's Poultry Congress has, I believe, increased interest in this most important phase of club work.

Mr. Conover, Mr. Downey and I, especially, are fully aware of the major influence which you and the Inter-State Milk Producers' Cooperative have had upon this movement. We feel that your help is still needed as we undertake to increase the activity and we sincerely trust that your Board of Directors will again feel disposed to participate in this worth-while activity.

Thank you so much for your assistance.
Very truly yours,
E. G. JENKINS,
State Boys' Club Agent.

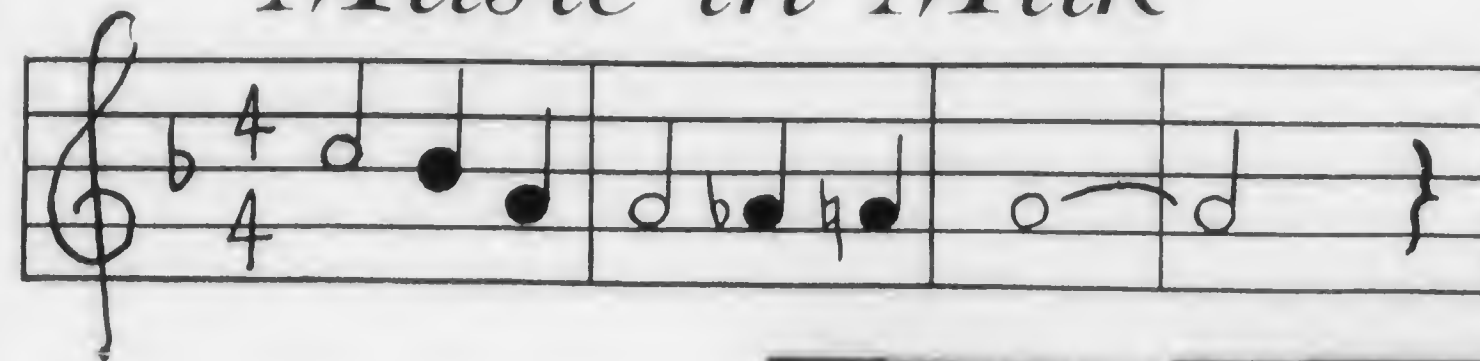
Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during January, 1940

Farm Calls.....	898
Non-Farm Calls.....	222
Butterfat Tests.....	2308
Plants Investigated (first half Jan.)	6
(second half Jan.)	26
Herd Samples Tested.....	188
Membership Solicitations.....	96
New Members Signed.....	19
Local Meetings.....	9
Attendance.....	322
District Meetings.....	8
Attendance.....	925
Committee Meetings.....	12
Attendance.....	112
Other Meetings.....	10
Attendance.....	880

Pastures that produce feed produce profit.

Music in Milk



How COULD there be music in Milk, you say? That's a perfectly logical question with a surprising answer, for sure enough there is music in Milk and Robert McKinley proves this extraordinary fact in his program "Health Notes". A member of the staff of the Philadelphia Inter-State Dairy Council, Mr. McKinley has quite ingeniously found a new way to tell the story of milk to boys and girls of high school age. His presentation is not only witty and entertaining, but it brings home directly to the audience the facts of the health program which includes milk.



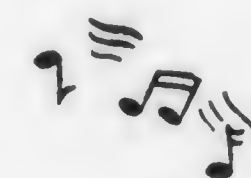
Not at a business school this time, but to a large boys' assembly in a Philadelphia high school, Robert J. McKinley tells the story of Oswald Blip in his program called "Health Notes."

Mr. McKinley's story tells the extraordinary tale of one Oswald Blip of Blurpville, a musician whose failing was the piano! The story, interspersed with such characters as Katie Krunch who fell in love with a milkman, takes Oswald from the early age of six to maturity. Being able to play only one piece well, Oswald played variations of it on every occasion, which McKinley demonstrates to the extreme enjoyment of his audience. Wedding and funeral, carnival and recital—all are illustrated by the irrepressible Oswald who apparently never missed a chance to play, winding up his musical career with a classical interpretation of the same old tune.

Now perhaps this may all sound very far removed from the laws of health and the place of milk in the diet to you who haven't seen Mr. McKinley in action, but to someone who saw the thing actually happen it was a revelation. Picture this scene to yourself, and watch with me just how he made milk into music.

Several weeks ago this program was scheduled for the assembly of a Philadelphia business school, in the center of the city. Now a business school audience is perhaps the most skeptical group of students in the world. Some out of high school, a few out of college, older students who happen to want a special business course, younger boys and girls who work at odd hours and

haven't even graduated from high school—mix them all together and you get a business school class, and a job for any sort of teacher or speaker no matter what he is trying to do. Some of these boys and girls are still playing at school, still trying to do as little as possible to get by. Others don't want to waste a moment's time and a program has to be particularly good to make them sit up and take notice.



This morning of which we speak, this miscellaneous group strolled and hurried, chattered and whispered, ambled and walked hastily into the assembly room. Thirty-five minutes later there wasn't one of them who hadn't laughed at Oswald Blip and his adventures. There wasn't one of them who hadn't listened closely to the serious, matter-of-fact statements Mr. McKinley made about milk and health and health's part in preparation for job and work in later life.

It was really an amazing thing to see this disjointed and disinterested group changed in a few min-

utes into an active, alert, thinking assembly of earnest young people. It was the music of Oswald Blip that started them off, but it was the story of milk that they carried away with them. A psychologist would have several good reasons for this change from scattered group into a unit, but perhaps the best explanation is that a speaker who can get a group to laugh wholeheartedly together, can nearly always get a group to think together.

Our reason for telling you the story of Oswald Blip is not so much to give Oswald publicity, although being a very fascinating fellow he deserves it, but to show you the odd turns that Dairy Council work takes to gain its objectives. It is not always the straight line which is the shortest distance between speaker and audience. Often the best ideas have to take the side roads to get to town! And the Dairy Council, realizing that a happy, interested audience is the most receptive audience, often takes the side roads, too. That's how Mr. McKinley found music in milk!

A recent advertisement states "it took 1,200 workers to put that bottle of milk at your door."

Yes, it sounded as if it did.

1939 Milk Production Reached Record Figure

MILK PRODUCTION in the United States in 1939 is estimated to have been 1.2 percent greater than in 1938 and about 4 percent greater than in 1933, the year of next highest production. However, milk production per capita, which appears to have varied within narrow limits during recent years, was about a half of 1 percent larger than in 1938 and about 1 1/2 percent above the average during the preceding 10 years.

The average number of milk cows on farms during the year was about 1 percent larger than in 1938 and production per cow appears to have been very slightly higher, most of the increase being in the first few months of the year. The average production per cow is estimated at 4,538 pounds or 528 gallons, which is above the estimated production per cow in any of the preceding fifteen years except 1929.

In the accompanying table are shown the 1939 estimates of cow numbers and of production for the United States, together with estimates for certain previous years.

The region of greatest increase in milk production was in the Northern Great Plains area, while in the Northeast the increase was less pronounced because many of its important dairy areas suffered from drought last summer.

The 10 leading states in milk production in 1939 were as follows:

Wisconsin.....	11,973,000,000 pounds
Minnesota.....	8,160,000,000 "
New York.....	7,465,000,000 "
Iowa.....	6,519,000,000 "
Illinois.....	5,227,000,000 "
Michigan.....	4,740,000,000 "
Pennsylvania.....	4,622,000,000 "
Ohio.....	4,588,000,000 "
California.....	4,243,000,000 "
Texas.....	4,227,000,000 "

In addition, New Jersey ranked 31st with 909,000,000 pounds; Maryland 32nd with 875,000,000 and Delaware 47th with 143,000,000 pounds.

In number of cows per farm we find that the 10 leading states, together with number of cows, were:

Wisconsin.....	2,108,000
Minnesota.....	1,600,000
Iowa.....	1,393,000
New York.....	1,355,000
Texas.....	1,342,000
Illinois.....	1,080,000
Ohio.....	1,004,000
Missouri.....	933,000
Michigan.....	886,000
Pennsylvania.....	882,000

Maryland ranked 33rd with 191,000; New Jersey 36th with 140,000 and Delaware 47th with 34,000 cows.

The same report states that the 10

leading states in the average production per cow were:

California.....	6,650
New Jersey.....	6,490
Rhode Island.....	6,300
Washington.....	6,100
Massachusetts.....	5,870

Connecticut.....	5,810
Idaho.....	5,780
Wisconsin.....	5,680
Nevada.....	5,670
Utah.....	5,600

Pennsylvania ranked 14th with an average of 5,240 pounds; Maryland, 24th, with 4,580 pounds; and Delaware 29th, with 4,200 pounds.

All data contained herein is from a report issued February 15, 1940, by the Agricultural Marketing Service of the United States Department of Agriculture.

Year	Milk Cows on Farms* (yearly average) Thousands	Annual Milk Production on Farms	
		Per Cow Pounds	Total Million Pounds
1924-33 Av.	22,246	4,353	96,838
1934	25,198	4,029	101,528
1935	24,276	4,178	101,421
1936	23,988	4,301	103,183
1937	23,710	4,350	103,132
1938†	23,717	4,522	107,255
1939°	23,923	4,538	108,558

* Excludes heifers not yet in production.
† Revised. ° Preliminary.

Pasture, Our Poorest Crop, Can Be Made Our Best

ANY CROP which permits 170 to 200 harvests a year would be expected to get every attention and be given every advantage possible. Such, however, is not the case and, in fact, pasture, the one crop in this section of the country that can be harvested so frequently is actually our most neglected crop.

Any well cared for pasture can be harvested almost daily from late April or early May until November, the actual length of season depending upon climatic conditions. Only a few dairymen have put forth the thought, the planning, and the effort needed to obtain pastures which will permit anywhere near that number of harvests each year.

An Unusual Cow

Perhaps this is true because our old friend the dairy cow is doing the harvesting for us, and as W. J. Fraser of the University of Illinois says, "On some pastures a cow would need a muzzle two feet wide and would have to travel seventeen miles a day in order to get enough feed to keep up her body and to produce a good amount of milk".

There is nothing spectacular about a cow doing her own harvesting. It does not have the appeal to many of us as would a 97-bushel corn crop, a 41-bushel wheat crop, or a yield of 314 bushels of potatoes per acre.

A hard-headed analyst, however, will reveal that with the cow doing

the harvesting a lot of hard work is saved in cutting, curing, hauling and finally feeding the cow. Carrying the analysis further, those dairymen who are growing really good pastures have found that such pastures do two other things: first, cut the feed bill, and second, help to increase the milk check.

Ten Tons More Per Acre

That pastures can be improved is evidenced by reports from Pennsylvania State College, which reveal that application of the proper fertilizers increased the yield of grass as much as ten tons per acre. In these experiments cages were placed in 43 properly fertilized pastures in 16 different counties.

Periodically, grass beneath these cages, which protected it from grazing by livestock, was clipped and weighed both green and after it had been dried. Where an unfertilized area was available in these pastures, another cage was placed over this untreated area and the grass clipped and weighed.

That these practices paid, and paid well, was demonstrated in the measurement of the yields obtained in this manner. The scientists who conducted the experiment reported that the yield on many fertilized pastures, despite the drought, amounted to 10 to 12 tons per acre on a green basis. When dried, from two to two and one-half tons remained. The grass from the

(Please turn to page 15)

Inter-State Testifies At State-Wide Hearing

ON FEBRUARY 6th the Pennsylvania Milk Control Commission reopened the state-wide hearing to consider the revision of the Commission's Orders B-1 and B-2.

These Orders have largely to do with the relationship between the Commission and the dealers. The brief presented by Inter-State concerned itself with those phases which appeared also to affect our producers. One of these was the allowance to selling dealers in the cases of inter-dealer sales of bulk quantities of unpasteurized milk, which allowance in the Philadelphia area is now 16 cents per hundred pounds.

On this point Inter-State stated, "It would seem to us (1) that this allowance should be as low a one as can be justified, (2) that it be clearly understood that it is a minimum allowance, and (3) that this whole matter should be handled separately in each area's pricing order."

Handling Distress Milk

With respect to distress milk we said, "It ought to be made as easy as possible for dealers to dispose of this distress milk without disrupting the fluid market. . . . It appears that when dealers have milk which they can not move in their normal classifications they should have the right to submit their problem to the Commission, and receive prompt consideration thereof. . . ."

"The Commission should see to it, in each instance, that the producer is treated just as fairly as the dealer, that is, that the deductions so made be not in excess of what is necessary."

Paying for "Plant Loss"

With respect to the treatment of the producers-distributors who purchase milk from other producers we said, "We feel that where he purchases this from other producers he should under no circumstances be permitted to put the production from his own herd in a preferential position."

In the matter of how dealers shall pay for unaccounted-for milk we proposed that, "All milk not accounted for by a milk dealer's records shall be paid for by such dealer at the Class I price, except that a plant loss not in excess of two percent may be paid for at the current weighted average price of the dealer." We also emphasized that if the two percent figure could

be further reduced this should be done.

With respect to the matter of reports to producers and to cooperative associations we proposed the following, "The statement to cooperative agricultural associations shall set forth the date, name and address of dealer, name of cooperative association, month during which purchases were made, list of names and addresses of producers who are members and the quantity in pounds and butterfat test for each, and the percentages of utilization on which payment is based."

Transportation Charges

In connection with transportation deductions we said, "All deductions from the f.o.b. price prescribed by the various official general orders shall be clearly described and itemized for each producer. . . . Also, where milk is transported by a milk dealer who makes a deduction from the producer's f.o.b. plant price, the rates of deductions for hauling shall be first approved by the Milk Control Commission, unless such rates are subject to the jurisdiction of the Pennsylvania Public Utility Commission or the Interstate Commerce Commission."

One of the questions raised was the matter of prorating Class I utilizations between Grade A and Grade B producers. This question had only to do with the method of calculating this utilization. On this we said, "With respect to the ratio of payments to be made, we have encountered no dissatisfaction on the part of either group. As long as the total amount of milk sold by these dealers is paid for as used, it is our recommendation that the Commission attempt no readjustment at this time."

In addition to these points, there was a discussion on the price of milk to be charged consumers by farmer-sellers thereof. Inter-State took no position on this question.

Suggestions Requested By Legislative Group

The Legislative Commission authorized by the 1939 Pennsylvania Legislature to study the dairy situation, has requested dairy organizations, farmers and others in the industry to send their suggestions for solution of the dairy problem to this Commission.

Designated on the Commission by the Legislature are John H. Light, Secretary of Agriculture; John J.



Jackie Waldis is proud of this calf—his very own. Mrs. Russell Waldis, Federalsburg, Md., wins a Review picture contest prize with the picture.

Shaw, Secretary of Health; and Claude T. Reno, Attorney General of the State of Pennsylvania.

The invitation to various groups to submit their suggestions did not state specifically the subjects to be covered, this being left to the judgment of the recipients of the invitation. It is evident, however, that the intent is to include, especially, milk control in all its phases and sanitary regulations surrounding the dairy industry, with due regard, in every instance, to both producer and consumer.

The Commission is charged with the responsibility of collecting all data, opinions, suggestions and proposals that interested parties may offer. After studying these various suggestions and proposals the parties presenting them will be called in for further discussion, following which the Commission will likely draft such legislation as, in their opinion, will best serve the interests of Pennsylvania's dairy industry.

No date has been set as a final deadline for receiving this material but it has been urged that it be given prompt attention.

The Inter-State, through its officers and directors, is considering the matter, calling upon past experience and studying every angle possible as to the effect any proposed change will have on the immediate and future markets of Inter-State members. When information on this is completed it will be made available to members.

Reciprocity

"A handful of nubbins, a wisp of hay, Is all you're going to get today," Jim Tightwad said to his brindle cow; "You're a mighty poor milker anyhow." "All right", said the cow, "I can do it too; Just pump out that pint, and then you're through."

—Electricity On the Farm

Legume Silage— Equipment For and Methods of Handling

THE SUPERIORITY of legume or grass silage as a dairy feed has been well established. Likewise, many of those who have used it are convinced in their own minds that this feed represents economy and a means of reducing the cost of milk production.

Some producers, however, have been hesitant about putting up grass silage because of the work involved and the question as to whether their present equipment will work satisfactorily.

It is true that the weight of grass silage is much greater than that of corn silage and, therefore, the pressures against the silo walls are greater than for corn silage. The United States Department of Agriculture and the New Jersey Experiment Station have carried on scientific research on this subject. They have discovered that the pressure near the base of a 40-foot silo of 18-foot diameter is 570 pounds per square foot with corn silage of normal moisture content, while grass silage under similar circumstances and in a silo of the same size will exert a pressure of 734 pounds per square foot.

Reinforce Silo

This necessitates silos of substantial construction or the addition of reinforcing hoops to present silos. It is suggested that if there is any doubt about the strength of the silo to get the advice of an expert or reinforce the silo to prevent damage to the walls.

The mower for cutting grass, clover or alfalfa for silage is the same as used for hay, except that some prefer to use a windrowing attachment which helps to keep stones out of the green material and also delays wilting of the freshly cut grass. Others prefer to use a side-delivery rake for windrowing the cut grass, in which case it is suggested that as much ground clearance be given the rake as possible and still do a clean job, thus reducing the possibility of picking up stones.

The greatest difficulty in handling the green material for making grass silage seems to be in loading. The older hay loaders were not sufficiently well constructed to stand the extra weight of handling green material but a loader in good condition can usually pick up the grass from the swath or from a small windrow if not too heavy. Others

have added chains and oak slats in place of the standard elevating equipment of the loader.

Many manufacturers are building new hay loaders which are especially adapted for handling this heavy material and it is urged if a new loader is being purchased one of such construction be selected.

Equipment has been made which chops up the crop as it is cut, and dumps the finely cut material directly into a tight rack. Up to the present, however, successful equipment of this type has been rather expensive, but many manufacturers are experimenting on lighter equipment that will be adapted to general farming conditions.

One Person Can Load

Since a fair load of green material is much more compact than a load of hay of similar weight, not much "building" of loads is needed. In fact, many dairymen have found that one person can handle the driving and the loading by stopping only two or three times per load to level off.

It is also suggested that unless there is a long haul from field to silo large loads are inadvisable because of the extra work involved in loading and again in unloading.

Any silo filler in good mechanical condition is suitable for cutting the green material and elevating it into the silo. It is essential that the cutter knives and shear plate be sharp and properly set to insure proper cutting. The blower must also be in good condition, with the blades within an inch of the housing and the blower pipe must be vertical. A quarter to half-inch cut is recommended.

Since molasses or phosphoric acid must be added to the green material to insure fermentation instead of putrefaction it is necessary that

some equipment be provided for this purpose. A barrel on an elevated platform will utilize gravity for running the preservative material into the blower where it is mixed with the cut material. The barrel is connected to the blower by means of hose or pipes, or a combination of the two, in which two valves are installed. One valve is set to regulate the rate of flow and is not touched after getting the proper rate of flow. The second valve is used for starting or stopping the flow, being opened when the cutter starts and closed just before it stops. If molasses is used the pipes or hose should be one inch or larger in diameter. If phosphoric acid is used as the preservative, a wooden keg and a rubber hose line are recommended.

Special Equipment Available

Additional equipment such as an automatic cutoff that operates when no material is going through the filler can be obtained. Other equipment might include a meter to show the rate of flow of the preservative or a pressure system to force the preservative material into the silo independently of the blower.

Some dairymen have found it advisable to dump the load of green material on the ground beside the silo filler, in which case the wheels of the filler are removed or set in the ground in order to lower the feed table. This method has the advantage of providing solid footing for those handling the material and also helps reduce the possibility of stones being put through the filler.

Acknowledgment is made to Frank Hamlin, and to the National Association of Silo Manufacturers whose literature was used as reference in the preparation of this article.



▼▼
Mrs. Gove D. Slaughter, Smyrna, Delaware, sends us this winter view of a country home. Only through an organized agriculture can we continue to maintain farm living standards fitting for such a setting.
▲▲

Northeastern Dairy Leaders To Meet at Providence

REPRESENTATIVES of the \$500,000,000 dairy industry of the 12 northeastern states will meet March 7 and 8 at Providence, R. I., to examine the effects of Federal and state milk market regulations, to consider the need for some form of dairy production control, to learn about new developments in the distribution of milk to consumers, and to study the results of recent research by committees on problems vitally affecting northeastern dairymen.

The meeting is sponsored by the Northeastern Dairy Conference, a regional educational agency organized by milk producers, farm organizations and extension service leaders to give consideration to the area's dairy industry problems. It is expected that several hundred dairy farmers, representatives of farm organizations, state agricultural colleges, state milk control boards, and agencies of the Federal government will attend the two-day meeting, said W. Bruce Silcox, Secretary of the Conference. Host organizations to the meeting this year are the Local Dairymen's Association, New England Milk Producers Association and the Rhode Island Agricultural Conference.

Discuss Regulation

Three talks on government milk market regulation will highlight the opening session. Alan G. MacLeod, Extension Economist, College of Agriculture, Durham, N. H., is scheduled to discuss new developments and needed changes in state milk control. The question of whether or not a milk control program should include resale prices will be treated by Howard W. Selby, General Manager, United Farmers Cooperative Creamery Association, Inc., Charlestown, Mass., and Dr. Leland Spencer, Economist of Cornell University.

The responsibility of the producer under governmental control programs will be discussed by Fred H. Sexauer, President of the Dairymen's League Cooperative Association.

Highlight of the afternoon session will be a panel discussion on the question "Is Production Control of Milk Desirable, If so How Can It Be Accomplished?" Dr. John D. Black, Professor of Economics, Harvard University, will open the topic and act as discussion leader.

O. E. Reed, Chief, Bureau of Dairy Industry, U. S. Department of Agriculture, will give a talk at this session on efficiency in milk

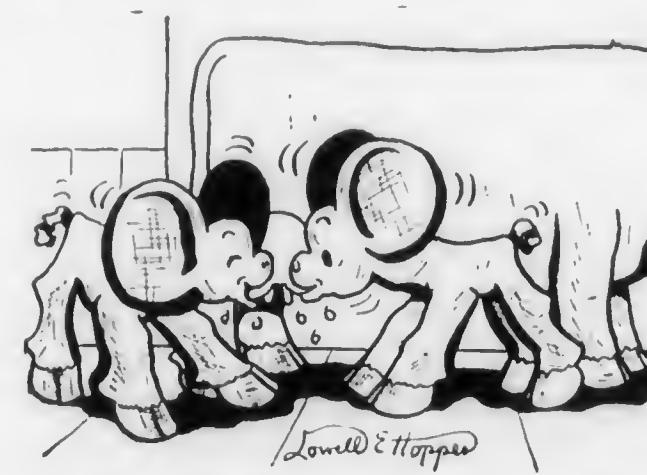
production. Proposed federal legislation affecting dairymen will be discussed by C. W. Holman, Secretary of the National Cooperative Milk Producers' Federation. A talk on financing the removal of surplus dairy products is to be given by W. B. Davis, General Manager of the New England Milk Producers' Association.

At the banquet on Thursday evening, Dr. William I. Myers, former Governor of the Farm Credit Administration and now head of Cornell University's Department of Agricultural Economics, will discuss the outlook for the dairy industry in the Northeast.

Distribution Developments

The Friday morning session will be highlighted by a talk on the Federal Government's food stamp plan for encouraging wider markets for agricultural surpluses, and discussions of changes in methods of milk distribution. New developments in milk distribution will be discussed by Dr. T. G. Stitts, Chief, Cooperative Research and Service Division, Farm Credit Administration; J. F. Watson, Vice-President, Borden's Farm Products, New York; and A. J. Bergfeld, representative of a firm of management engineers which made a study of milk distribution in the New Haven market for the State of Connecticut Milk Administration.

The main speaker at the Friday afternoon session will be Dr. E. W. Gaumnitz, Director of the Division of Marketing and Marketing Agreements, of the U. S. Department of Agriculture. Dr. Gaumnitz will discuss the coordination of state and Federal activities in regulating milk markets. The remainder of the session will be devoted to five standing committee reports and a business meeting, at which the officers of the Northeastern Dairy Conference for the coming year will be elected.



"Why do ya suppose customers have to have the milk put up in bottles and make all that extra bother? Why can't they come here and get it like we do?"

NEW DISCOVERY Solves Milkstone Problem! NOW! CLEAN MILK CANS WITH



DICOLOID Quick, Safe, Sure

Milkstone harbors milk-spilling bacteria. Protect your milk by cleaning milk cans regularly with DICOLOID. This concentrated powder is readily applied with a wet brush. Powerful cleaning action quickly removes stubborn contamination without the slightest injury to cans.

Made and Guaranteed by the Makers of DIVERSOL... the Quick-Acting, Non-Rusting Dairy Disinfectant

ORDER FROM YOUR MILK PLANT TODAY

THE DIVERSEY CORPORATION
53 W. Jackson Blvd. Chicago



Here is the biggest electric ANIMAL CLIPPER bargain ever offered. Now you can get a genuine Andis—the original single unit clipper—at the lowest price in history. The Andis is easier to operate—its weight rests on the animal's you guide it with the form fitting handle. Has a more powerful fan cooled and dust sealed motor—no shaft or stand. Blades run on hardened steel roller bearings—no gears. The Andis is the choice of leading Dairymen, Army Units, Hunt Clubs, and breeders everywhere.

Low Cost Operation: A Battery Runs It! You can run an Andis all day for a few cents. There is a model for every current: Standard 110 volt AC or DC only \$17.50. Models for 6 v. storage battery, 9 v. Delaval Unit, 32 v. light plant, 220 v. High Line, \$2 extra, 20 feet of unbreakable rubber-covered cord regular equipment. Send only \$1 specify voltage wanted—pay postman balance (we pay postage) or get your Andis from your dealer. Give it a thorough trial for 10 days. If not fully satisfied, your money will be promptly refunded.

ANDIS CLIPPER CO., Dept. A-17-B Racine, Wis.



"Did you go to your lodge meeting last night, Rufus?"
"Nah, suh. We dun have to postpone it."
"How was that?"
"De Grand All-Powerful Invincible Most Supreme Unconquerable Potentate dun got beat up by his wife."

Dairy Markets Steady

SUPPLIES of dairy products in storage as of February 1 gave an encouraging tone to the dairy market. On that date an estimated 29 million pounds of butter were in storage as compared with 111 million one year earlier, and a 45-million pound five year average on that date. This supply has been further reduced during February.

The cheese storage report for that date shows 94 million pounds on hand as compared with 106 million pounds a year ago and 94 million pounds for the February 1, five year (1935-1939) average.

Evaporated milk supplies in manufacturers' hands on that date totalled 156 million pounds as compared with 150 million pounds a year ago and a five year (1934-1938) average of 132 million pounds, this being the only major dairy product with larger storage supplies than a year ago.

Stocks of condensed milk on hand February 1 were under 5 million pounds as compared with 6 million pounds a year ago.

Dry milk stocks in manufacturers' hands on February 1, showed almost 18 million pounds of dry skim milk, 4 million pounds of dry whole milk and 2 million pounds of dry buttermilk. On February 1, 1939 the corresponding figures were 33 million, 3 million and 5 million pounds respectively.

Milk production on February 1, as reported by the USDA Crop Reporting Board, showed a much smaller than normal increase over January 1, due perhaps to the abnormally cold weather in January. Average production on February 1, for the country as a whole, was 12.65 pounds per cow per day. A year ago production was 12.93 pounds and the ten year (1929-1938) average was 12.29 pounds.

The output of evaporated milk plants in January, 1940, was 158 million pounds, a 21 percent increase over 1939's 131 million pound January output. Condensed milk production in January was slightly under 3 million pounds, a 19 percent drop from a year earlier. The output of dry skim milk for January was almost 27 million pounds, an increase of about 2 million pounds over January, 1939, and substantially higher than in December. The output of dry whole milk was also higher but there was a drop of almost 22 percent in the amount of dry buttermilk manufactured.

Butter production according to the "Butter Market Review" of

February 23, is very slightly less than for the corresponding week in 1939. Butter output is gaining slightly from week to week.

Prices of manufactured dairy products have shown declines during recent weeks. Butter dropped from high of 33 cents in late January to 28½ cents on February 28. This, however, is a normal seasonal trend. The February average price for 92-score butter at New York was 29.59 cents as compared with a February, 1939, average of 26.25 cents.

Cheese prices have also shown a decrease with Chicago quotations on longhorns dropping 1¼ cents from the January closing.

Evaporated milk prices in January were quoted at \$2.92 per case of 48, 14½ ounce cans. This is a decrease of one cent from December but is 23 cents higher than a year ago. Prices paid producers by evaporators averaged \$1.50 per hundred pounds in January, a one-cent increase over December and a 30-cent increase from January, 1939.

Dry skim milk prices were reported as averaging 8.16 cents per pound in January as compared with 8.97 cents in December and 4.69 cents in January, 1939.

Producer prices in fluid milk markets showed numerous changes in February. The Class I price for Boston, Lawrence, and Lowell, Mass., was increased 40 cents per hundred pounds, while in Manchester, N. H., and Rochester, N. Y., increases of 35 cents were reported. A decrease of 33½ cents is reported from Akron, Ohio, and 45 cents at St. Joseph, Missouri. A flat price increase of 23 cents was reported in Portsmouth, N. H., and a flat price decrease of 10 cents at Lexington, Kentucky.

Increases in retail prices of one cent per quart were reported for Boston, Lawrence, Lowell, Manchester and Portsmouth, while Akron, Toledo, St. Joseph and Lexington reported retail price declines of one cent per quart.

Fluid milk sales continue to show an increase according to reports from 136 markets to the Milk Industry Foundation. The January increase was 3.33 percent over a year ago with daily average sales of 6,496,721 quarts. The same report shows a 2.93 percent increase in milk company payrolls and a .44 percent increase in employment.

Cream prices on the Philadelphia market showed slightly greater strength late in February, with

Pennsylvania approved cream being quoted for the week ending February 24 at about \$13.00 per 40-quart can of 40 percent cream, a similar quotation applying to cream meeting Lower Merion Township inspection. Cream approved for both Newark and New Jersey was quoted at \$12.75.

Dairy feed prices showed a slight decrease in February as compared with January, but are substantially higher than in February, 1939. Further details will be found in the tabulation on Page 6.

FEBRUARY, 1940, BUTTER PRICES				
Date	92-Score Philadelphia	Solid Pack New York	Chicago	
1	32½-33	32	32	
2	32½-32½	32	31¼	
3	31½-32	31½	30½	
5	30½-31	30½	29½	
6	30½	30	29½	
7	30½-31	30½	29½	
8	29½-30	29½	29	
9	30½-30½	30	29½	
10	30½-30½	30	29½	
12	30½-30½	29½	29½	
13	29½-29½	29½	28½	
14	29½-29½	29	28½	
15	29½-29½	29	28½	
16	29½-29½	29	28½	
17	29½-29½	28½	28½	
19	29½-29½	29½	28½	
20	29½-29½	29½	28½	
21	29½-29½	29½	28½	
23	28½-29½	28½	28	
24	28½-29	28½	28½	
25	28½-29	28½	28½	
26	28½-29	28½	28½	
27	28½-29	28½	28½	
28	28½-29	28½	28½	
29	28½-29	28½	28	
Average	29.91	29.59	29.03	
Jan. '40	32.15	31.85	30.76	
Feb. '39	26.34	26.25	25.50	

Milk's Place In History

Did you know that from the beginning of history, milk has held a place of importance?

According to I. E. Parkin, dairy extension specialist with the Pennsylvania State College, references to milk and its products are as old as the first records of human events made about 6,000 years ago.

He explains that in the oldest known civilizations, bulls and cows were worshipped as gods and goddesses. In the Old Testament, some 20 references are made to lands which "floweth with milk and honey." Over 50 references to milk and its products are made in the Bible. In the early Christian church, milk often was substituted for wine in the communion service.

Aryans of Central Asia undoubtedly were the first herdsmen and, as H. G. Wells has written, civilization began when the huntsmen turned herdsmen, Parkin relates.

The value of cattle during the Roman Empire is shown by the fact that the Roman term "pecunia" meaning money is derived from "Pecus", the word for cattle.

A good cow on a good pasture is real labor saving equipment.

Visual Instruction

He that hath eyes to see let him see
The wonders of the world about.
So much is shrouded in mystery,
And darkened by the clouds of doubt.

He that hath eyes to see let him see;
The eye teaches better than the ear:
To catch color, form, and action completely
And to make their functions clear.

He that hath eyes to see let him see
Down to the microbe, up to the star,
And realize that science sets free
What ignorance has tried to bar.

He that hath eyes to see let him see
Definitely how the thing is done,
That "learning to do by doing" is simply
Making study and practice one.

He that hath eyes to see let him see
The teacher who lives his daily creed;
Who fastens truth in his mind completely
By every action, word, and deed.

He that hath eyes to see let him see
A vision of joy, rather than strife.
He must live mentally and spiritually
That he may enjoy the abundant life.

—Norman Rathford.

Meeting Calendar

March 7—Dinner meeting, officers and delegates of Queen Anne, Cordova and Easton Locals—Cordova High School, 7:00 P.M.

March 7-8—Northeastern Dairy Conference—Providence, R. I.

March 19—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.

March 26—Altoona-Huntingdon Inter-State Milk Marketing Committee—County Agent's Office, Hollidaysburg, Pa.

March 27—Trenton Inter-State Milk Marketing Committee—19 W. State Street, Trenton, N. J.

March 28—Wilmington Inter-State Milk Marketing Committee—Newark, Del.

August 19-21—1940 Penna. Country Life Conference—Newton Hamilton, Pa.

October 12-19—National Dairy Show—Harrisburg, Pa.

More ominous than war itself is the fact that the solemnly pledged word of the leaders of Europe means exactly nothing. This utter disregard for truth is one of the most fearful developments of the past two decades. The world cannot exist long if confidence, truth, decency, and honesty of purpose are nullified. It is an aspect of monstrous possibilities, auguring sorrow and misery, and ending with a complete breakdown of moral obligations everywhere.—The Civitan.

"Pick 'em fat, boys," advises a man who claims to know. "It's a lot easier to live with 200 pounds of curves than with 100 pounds of nerves."

"Your neighbors are honest, I hope?" one asked the old Negro. "Yessir, dey is."

"But you keep that loaded shotgun near your hen coop."

"Yes, dat's to keep 'em honest."

Kill LICE This Economical Way!

YOU'LL FIND Gulf Livestock Spray just as economical as it is effective and convenient for killing lice on stabled stock. Delousing treatments for cows require 3 oz. of spray each, and cost less than 3 cents per animal.

It's easy to use, too—no clipping, powdering, or dousing is necessary... just spray the entire body of the animal and brush spray into the hair with a stiff-bristled or ordinary scrubbing brush. The pure Pyrethrum in Gulf Livestock Spray quickly kills the lice it touches.

Gulf Livestock Spray is so mild and pure it doesn't burn or blister the animals' skins or cause the hair to fall out. In fact, it actually helps to keep their coats smooth and glossy. Start your treatments today!



1. SPRAY IT ON!



2. RUB IT IN!

GULF LIVESTOCK SPRAY

For Sale by Many Leading Feed Stores, Milk Companies, and Gulf Service Stations... 1 Gal. Can \$1.19—2 Gal. Can



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Clear, sharp outlines; attractive background. Farm subject, that will interest others on its merits.

DESCRIPTION OF PICTURE (Brief).

IDENTIFICATION OF SENDER.

(Unused pictures will be returned).

Two lawyers were engaged in a heated argument. Finally one exclaimed:

"Is there any case so low, so utterly shameful and crooked that you would refuse it?"

Second Lawyer (pleasantly): "I don't know. What have you been up to now?"

Fletcher Appointed Dean

Dr. Stevenson W. Fletcher, who has been acting dean of the School of Agriculture and acting director of the Agricultural Experiment Station at the Pennsylvania State College has been named dean and director by action of the Board of Trustees, President Ralph D. Hetzel announces.

Dr. Fletcher has been acting head of the School of Agriculture since the retirement of Dean Ralph L. Watts on January 1, 1939. Dean Fletcher was previously vice dean and director of research in the agricultural school and has been a member of the Penn State faculty since 1916. He is a graduate of the Massachusetts Agricultural College and received the degrees of master of science and doctor of philosophy from Cornell University.

Before joining the faculty at Penn State, Dr. Fletcher was associated with the experiment station of the State College of Washington, West Virginia University, Cornell University, Michigan State College, and the Virginia Agricultural Experiment Station.

New Price Orders Issued

The Pennsylvania Milk Control Commission issued price orders early in February, effective February 16, covering the Erie, Harrisburg and Central areas, and also a new area designated as Sharon-Farrell. These price orders followed a series of hearings in those areas.

Prices in these orders are based on 3.5 percent milk, the Class I price being \$2.50 per hundred pounds, except that in the Harrisburg area a \$2.45 price was established and in the northern zone of the Central area a \$2.60 price was set. In each of the areas a Class 1A price (for fluid cream) of \$2.00 was set.

The Class II price is set by formula, based on $3\frac{1}{2}$ times the monthly average price of New York 92-score butter, plus 20 percent of that amount and plus amounts varying from 15 to 25 cents. The Class II price for that part of the Central area in Huntingdon and Blair counties is set at $3\frac{1}{2}$ times New York butter, plus 20 percent of that amount, and plus 20 cents.

Each of the orders, except the one applying to the Sharon-Farrell area, provides that as of April 1 the amount to be added to the formula will be 10 cents, instead of the 15 to 25 cents now in effect.

The retail price of "B" milk in each of these areas is 12 cents per quart.

Make plans now to put your pasture on a paying basis.

GROW BETTER CALVES..

Get More Productive Cows!



Use this
simple, low cost
BEACON
Calf Feeding
Program

IT is sound practice for most dairymen to grow their own cows. Cows of greater productive ability may be expected. Disease losses are reduced.

With the Beacon Calf Feeding Program it is easy and economical to grow your own replacements—even though you may have only a limited amount of milk to feed your calves.

This Calf Feeding Program is easily adapted to your own specific conditions. When you are short of milk, let Beacon Calf Pellets take its place. When you have plenty of whole milk or skim milk use *only* the relatively inexpensive Beacon Calf Grain.

Here are the advantages of this simple, low-cost calf growing program—

1. It will help you grow good calves—with rapid gains, deep bodies and strong bones.
2. It will reduce the labor of feeding by eliminating washing of pails, maintaining even temperatures, etc.
3. It will aid in lessening digestive scours and upsets.
4. It keeps costs low. One pound of Beacon Calf Pellets daily, is sufficient to replace milk feeding.

See your Beacon Dealer or write us for the free folder, "How to Grow Better Calves." It gives feeding directions and tells you how to adapt this program to your own conditions.

The BEACON MILLING CO., Inc.
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We also make feeds for chickens, turkeys, ducks, game birds, horses, hogs, beef cattle, sheep, goats, rabbits and dogs.

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INTER-S' Milk Producers Review

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Vol. XX

Philadelphia, April, 1940

No. 12



Blossom Time

O. E. Reed Tells Dairy Leaders Lower Costs Will Save Markets

O. E. REED, Chief of the U. S. Bureau of Dairy Industry, speaking at the Northeastern Dairy Conference, held in Providence, R. I., early in March, reminded the delegates that "the consumer can be the dairyman's greatest asset, or his greatest liability, depending on how he is treated."

"Feed him milk at a price he can afford to pay and he will be an asset," Mr. Reed said. "Deny him the opportunity to buy all the milk he needs for his family and your market for fresh fluid milk will suffer; if you carry your denial to extremes, you will have no business."

Mr. Reed said he was convinced that the most hopeful solution to the dairy industry's problem of finding a profitable market for all the milk produced is to reduce the cost of production on the farm, develop more efficient methods of distribution, and in general work toward a "lowering of the price to the consumer."

"Here in the eastern industrial section of our country, you have the greatest milk-consuming segment of our population," he said. "You have long had an advantage over distant dairymen because of your nearness to this big market—an advantage because of the saving in time and cost of transportation. But you now have the disadvantage of higher feed and labor costs, higher land values and other expenses that go with nearness to big centers of population and industrial development."

Low Cost vs. High Price

"Are you going to try to meet your needs for a greater net income by striving for higher and higher prices for your milk, or are you going to make an honest and intelligent effort to reduce your cost of milk production? A reduction of 25 cents in the cost of producing a hundred pounds of milk will give you the same net income as an increase of 25 cents in the price you obtain."

"Reducing your milk-producing costs will give you an opportunity to stay in business; higher and higher prices will eventually prove suicidal."

"Already there are signs of consumer deflection from fresh fluid milk. You might ask yourselves how long will the consumer really want fresh fluid milk, when he can get the equivalent nutritive value in other forms. Apparently the cheaper price of evaporated milk is having a powerful influence on his decision. Consumption of evaporated milk

THESE comments by Mr. O. E. Reed are based upon his observations as a national dairy leader. In his position as Chief of the Bureau of Dairy Industry, Mr. Reed has a national viewpoint of all phases of dairying. His opinions are not biased through any personal interest, thus enabling him to see the whole situation in perspective.

His talk before the Northeastern Dairy Conference contained a note of warning, and a note of advice, that applied not only to producers but also to milk dealers.

There certainly can be no dispute with his advice to the individual to reduce costs as a highly desirable means of increasing profits. The advantage gained by the individual producer through reducing costs is all his—it contains no incentive to the other fellow to increase production.

reached a new high record last year, with a total consumption of 2,138,000,000 pounds, which was 5 percent higher than the preceding peak in 1938, and 54 percent higher than in 1930.

"Another technical factor to consider in determining which way to go—toward higher prices or lower production costs—is that it is no longer absolutely necessary to produce milk near the consuming market. Greater speed in transportation and better methods of refrigeration have shortened the distance from the producer to the consumer considerably."

"In my opinion, the temper of the people as well as their ability to change their food habits quickly are factors that will have an important bearing on the future of the fluid milk business in this region. How long do you think the people in a democracy will be willing or content to pay higher prices for milk, produced near them in a protected market, than they would have to pay for milk from distant points?"

"Your big opportunity to stay in the milk business and be able to compete with the rest of the country is to produce milk as efficiently as it can be produced anywhere else."

Good Cows Reduce Costs

Mr. Reed cited figures showing the difference between the cost of producing milk with good cows and with average cows. He estimates that the average cow milked in the

United States last year required \$1.22 worth of feed to produce a hundred pounds of milk, whereas the average improved cow in the record-keeping associations required only 91 cents worth of feed.

Dairymen have a greater opportunity to develop efficient producing cattle, and to feed them cheaper, than ever before, according to Mr. Reed. He cited the remarkable results obtained by the Bureau of Dairy Industry in its experiments with the proved-sire system of breeding, and described the State and Federal cooperative extension program for finding good proved sires with which to improve the milk-producing efficiency of the Nation's 25 million milk cows. The increasing use of the silo to preserve good-quality grass and legume crops for cheap winter feed is one of the outstanding developments in recent years, he said.

Hold Hearings On New York Price Revision

Prices of each of the classes of milk listed under the New York milk marketing order were considered at the hearing held on February 29 and March 1 and 2. Under the order as now written milk prices in the New York area will automatically decrease on May 1, and an amendment to the order is being sought by producers which would establish new prices somewhat above those to become effective on that date as specified under the order.

Milk control agencies in states bordering the New York milk market were active at the hearing on those provisions of the order regulating the prices to be charged for milk used for fluid purposes or for cream in their respective markets. They requested of the hearing officials that the order be so written as not to jeopardize existing prices in these markets.

The hearing also included a discussion of relief milk prices, in which it was proposed that milk be available through certain relief channels at a special price. This milk would be distributed with the help of WPA and New York City agencies and it would be subsidized by Federal contributions and by a lower Class I price for such milk as was actually handled in these channels.

Does agriculture have a future? "Dad" Dennis answers that question on page 9.

Price Reductions Considered At New Jersey Hearing

THE New Jersey Milk Control Board held public hearings on March 28 and 29 to consider reductions in prices of milk to be paid producers and to be charged consumers, stores and other buyers. The first day of the hearing was for consideration of North Jersey conditions and the second day, South Jersey.

The Inter-State was represented at the second day's hearing and presented a brief, presenting facts and information concerning the position of producers in those parts of New Jersey where Inter-State has members. Briefs were also presented by the South Jersey Inter-State Milk Market and the Trenton Inter-State Milk Market, outlining conditions in their respective areas.

Costs Now Higher

Attention of the Board members was called to the fact that last summer hearings were held to consider raising the price to producers because conditions caused by the drought resulted in higher feed costs. It was emphasized that feed prices are now approximately 30 percent higher than they were when the August hearing was held, thus making present milk production costs even higher than at that time, when present prices were established.

It was stated "that these conditions have not improved to any point where a reduction can be justified on the basis of the cost of milk production."

In addition it was stated that indications point to poor pastures this spring because of drought damage last summer and fall and because of a late, cold spring. Also, that the same conditions would likely cause a sharply reduced hay crop in 1940.

Dairy Products Worth More

Evidence was presented showing that butter prices are now substantially higher than a year ago, representing an increased value of about 20 cents per hundred pounds of whole milk, and that the dairy product storage situation is much stronger than a year ago, pointing to the probability of better dairy markets in forthcoming months.

In concluding the brief it was stated that most buyers would pay a reasonable premium for locally produced milk because of its convenience and goodwill values. It was pointed out that in spite of this there seems to be some factor which tends to discourage rather

that encourage buyers to obtain their milk supplies locally, and it was felt that this was caused, to some extent, by the pricing methods of the lower classifications.

The Board was urged to continue to maintain a fair and proper price on Class I milk and to examine into the method of pricing milk for fluid cream purposes on a basis which would permit it better to meet competition of approved cream supplies from outside. It was also urged that a careful study be made of the present Class III milk and the uses to which it is put, with a view toward re-pricing this milk so as to bring the producers as nearly as possible its true market value. Finally, it was suggested that the present buying plan be analyzed to determine whether it may in any way encourage the practice of buying short in New Jersey.

Facts Spike Rumor

During the hearing a statement was made by a representative of one dealer giving credence to a rumor that milk from Centerville, Md., was available at prices which net producers only \$1.75 per hundred pounds. This statement was promptly refuted and evidence placed upon the record proving that the milk from Centerville, Md., is being sold at a price which in February netted producers \$2.30 per hundred pounds of 3.5 percent milk, f.o.b., their receiving station.

It was also pointed out that numerous opportunities had been offered the Cooperative, and to the producers in the Centerville area independently of the Cooperative, and refused in every instance, to dispose of this milk in various markets, including several in New Jersey, at flat prices well below Control Board schedules and every such offer was turned down.

Young Calves Do Better When Kept Off Pasture

Heifers that are well grown will produce more milk and may be bred to freshen at an earlier age than heifers of equal breeding that are not well grown, reports R. H. Olmstead, Professor of Dairy Extension at Pennsylvania State College.

One of the main reasons why many heifers are not well grown is because they are turned on pasture at too early an age with no supplemental feed. Many dairymen who grow



Charles and Nellie Coleman with ponies "Cracker" and "Sunday". Picture was sent by Nellie Coleman, of Chestertown, Maryland.

their calves well do not turn out on pasture until the calves are 10 to 12 months old.

Pasture grass contains 70 to 90 per cent water. A young calf's rumen or paunch has not been sufficiently developed to handle enough of this type of feed to keep it growing and in a thrifty condition. For this reason, Professor Olmstead says, young calves will do better in the barn where they can be fed grain and hay. Even older calves should be pastured near the barn where they can be fed some dry hay and a little corn and oat chop or a low protein grain mixture. This supplemental feeding is also advisable for yearling heifers when pastures become short because of dry weather.

At dinner recently, a man sitting next to a lady was, to say the least, inebriated. He leered at her and commented: "Shay, you're the homeliest woman I've ever seen!"

With a show of spirit she replied, "Well, you're the drunkest man I've ever seen!"

"I known madam," the souse answered, "but I'll get over that in the morning!"

Government scientists are working on a method of converting lactic acid in milk into acrylic acid. This is useful in making transparent plastics that can be substituted for glass.

It is practically a law in life that when one door closes to us, another opens. The trouble is that we often look with so much regret and longing upon the closed door that we do not see the one which has opened to us.

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Garlic Precautions

We carried on page 3 of the March Review several suggestions designed to reduce trouble from garlic odors in milk. This subject is so important that it seems proper to repeat the major precautions again.

The first suggestion is to keep the cows entirely off pasture infested with garlic. This weed is the first green to appear in the spring and if cows are allowed to graze before grass makes a good stand they are

certain to eat garlic and transmit its odor to the milk.

The second suggestion, in case it is necessary to use garlic infested pastures, is to delay turning the cows onto such pastures until the grass has attained enough growth so as to furnish satisfactory grazing.

In case garlic infested pastures must be used and it is evident that the cows are eating the garlic, it is urged that the cows be removed from the pasture at least six or seven hours before milking. This will give a normal, healthy cow an opportunity to throw off practically all trace of the garlic odor before milking time. When this treatment is followed, it is urged that dry feed be given the cow during the interval between removal from pasture and milking time.

It is also suggested that plans be made so that another season a garlic-free pasture can be used in the early spring and that sufficient roughage be on hand so that the milking herd will not need to be put on pasture until the danger from garlic is well past.

Bedford County Members Enjoy Dinner Meeting

The first annual dinner meeting of the Everett and New Enterprise (Bedford County) Locals of the Inter-State was such an outstanding success that the crowd of 120 members and guests who attended endorsed a similar get-together for next year.

This dinner meeting was held at the Everett High School on Tuesday evening, March 19, with Harrison Zimmerman, president of the district delegates, serving as toastmaster. Principal talks of the evening were given by B. H. Welty, president, and O. H. Hoffman, Jr., general manager of the Inter-State, and by Professor Henry N. Reist of the Agricultural Economics Department of Pennsylvania State College.

Brief comments were also made by County Agent L. R. Mollenauer, Inter-State Director Alva Shuss, and Arthur E. Woy and Coy E. Mearkle, officers of the Everett Local. Dudley W. Winter, Inter-State fieldman, entertained the crowd with his bag of tricks, while door prizes donated by local stores went to R. L. Moseby, C. M. Eller, Joseph Dibert, Kenneth Bowman, George Weicht, Mrs. Geo. Weicht, Mrs. Orville Steel, Walter Penrod, Mrs. Blaine Foor, Harry Price, Mrs. Coy Mearkle and Mrs. E. W. Van Horn.

You cannot run away from a weakness; you must sometime fight it out or perish; and if that be so, why not now, and where you stand?

—Robert Louis Stevenson

MILK PRODUCERS REVIEW

William B. Griscom

William B. Griscom, Vice-President of Abbotts Dairies, died at his home in Penn Valley, near Philadelphia, on March 22. He was 72 years old. Mr. Griscom was born in Woodbury, N. J., and had been a resident of Philadelphia since early manhood. In addition to extensive participation in activities of the Society of Friends, he was also prominent in many clubs and societies, including several of a scientific and historical nature.

Active in the affairs of the Abbott Company until his health failed a few months ago, he was well-known to the management, officers and directors of the Inter-State Milk Producers' Cooperative, having participated in numerous conferences between this organization and his company. In these conferences, Mr. Griscom always showed a keen appreciation of producer problems and complete fairness toward their interests.

With his passing Philadelphia's milk industry has lost a real friend whose counsel and influence will be missed.

Pittsburgh Prices Down

Effective April 1 milk prices in the Pittsburgh marketing area are automatically decreased. The present order, which became effective December 1, 1939, provided that as of April 1 the prices prevailing immediately preceding December 1 would again become effective.

This change reduced the Class I price from \$3.00 to \$2.70 per hundred pounds of 4 percent milk; the Class IA price from \$2.20 to \$2.00; the Class II formula by 15 cents and the Class III formula by 5 cents per hundred pounds.

At the same time retail prices of both Grade A and Grade B milk were decreased 1 cent per quart, now being 12 cents and 14 cents respectively.

A customer was ordering cow ties from Sears Roebuck and the new girl asked him what color he wanted. And another customer, who talked with an accent, wanted a "cow halter." The nearest the girl could come to making it out over the phone was "towel holder" so finally in desperation the customer said, "Lizzen bleeze mine friend, it iz nod to vipe der face but for a MOOI!"

One Sunday night a Nebraska preacher sternly roared: "When those young men in the rear get through flirting with the girls I hope they will give me a chance," and he wondered why the congregation laughed.

Industrialist Calls War Profits Illusive

THE AGRICULTURAL depression which started in the fall of 1920, and continued in varying degrees of intensity until the general depression of 1929 hit the country, is still pretty much of a "wolf at our door". That depression was a direct outgrowth of the world war and it furnishes ample proof that there is no profit in war, not even a money profit, and there certainly is no social or moral gain.

With the realization of the effect of that war on our national and agricultural economy there has developed a realization that business no longer wants war, even though in former years it may have sought wartime profits.

The National Association of Manufacturers is definitely against war and the false feeling of prosperity which it generates in the public mind. In fact, a poll of manufacturers shows that 98 per cent of them are against this country getting into war, whereas of the public in general, 95 percent are against it.

On this subject E. T. Weir, chairman of the National Steel Corporation, says: "... Our history shows that we may attribute our progress and our degree of prosperity to our 140-odd years of peace. Likewise we may attribute the setbacks to that progress and prosperity to our years of war. Following each war—particularly the War of 1812 and the Civil and World wars—there has been an aftermath of deep depression and widespread suffering.

... Every dollar of war spending is a dollar subtracted later from the kind of spending that produces progress and prosperity—which is just another way of saying that war booms are paid off in postwar depressions ..."

More Poultry Cooperatives

The Farm Credit Administration reports that there has been a definite shift in egg and poultry production, with a large increase in the northeastern states. With this shift there have arisen new problems in the cooperative marketing of eggs and poultry. Nearly fifty cooperative associations have been organized in the northeastern section of the country for the express purpose of handling poultry products.

War is not an act of God, but is a crime of man.
—Cordell Hull

Women:—That article on page 9 by "Dad" Dennis of Pennsylvania State College carries a message of vital interest to you.



Pet ducks, and every one named Donald. They are favorites of Mrs. Calvin W. McCleary, Elkton, Md.

Equalization Legal Under Milk Control Law

It is lawful under the Pennsylvania Milk Control Act to establish "milk equalization pools" within particular milk marketing areas, according to a recent ruling by the Pennsylvania Department of Justice made at the request of the Milk Control Commission.

A ruling on this point was sought in order to determine whether such a pool could be established in the Erie area where market conditions were described as unsettled. Under the ruling the Commission would be authorized to establish a pool in that area whereby all producers would be paid the same price for a corresponding grade and quality of milk, and an administrator would be appointed to supervise operation of the pool.

Where There Is Rust There Was Moisture

Good milk cans, pails and strainers are often the victims of rust. Exhaustive tests have shown that any tinned surface subjected to moisture for long periods will rust, no matter how heavily or skillfully the tinning is done. It is generally acknowledged that the cheapest tin plate utensils will not rust if kept dry, as evidenced by the baking utensils often used in the home.

Inadequate ventilation in milk houses is frequently the direct cause of rusted cans and other utensils. In such a milk house the floors and walls remain damp practically the entire day and the moisture arises from these damp surfaces and condenses on the surfaces of the cans, both inside and outside. Then too, when the utensils are washed the room is frequently filled with steam which condenses on the utensils as soon as they cool, thus contributing to this moist condition which causes rust.

Proper ventilation in the milk house will help greatly in carrying off this excess moisture, and thus contribute to a longer life of the dairy utensils.

Dealer Bonding Upheld By State's High Court

The Pennsylvania Supreme Court has again asserted the right of the State to require that milk dealers furnish bonds so as to insure payment to producers for milk purchased from them. In a decision written by Judge Marion D. Patterson and announced late in March the Supreme Court upheld the Dauphin county court which refused an injunction intended to prevent the Milk Control Commission from enforcing the bonding feature of the milk control law.

The case was brought by Harrisburg Dairies, which claimed that conditions prevailing when the act was originally passed no longer existed.

The court's opinion stated that "It is only the most optimistic who could hope to find the facts to be otherwise in the absence of radical changes in present-day marketing machinery and methods to which the conditions sought to be controlled by the milk control laws are directly attributable."

Big Crowd Attends Meeting

The dinner meeting of the Mullica Hill, Woodstown and Salem Locals of the Inter-State brought out 236 members and their friends, at Woodstown Grange Hall on the evening of March 15. The ladies of the Woodstown Grange served the dinner and Frank C. Pettit was chairman of the meeting.

Reports were heard from the delegates of the respective locals and several leaders of New Jersey agriculture were introduced, including Floyd R. Ealy, who was recently named the South Jersey market manager.

Speakers included Reverend Wingate of Salem, whose talk combined in a pleasing manner the humorous and the serious. The principal talk of the evening was given by O. H. Hoffman, Jr., general manager of Inter-State, who outlined in logical order the national picture of dairying, the situation in the Philadelphia milk shed, and finally the specific problems facing South Jersey dairymen.

The producers present at the meeting seemed to feel that their problems must be studied and solved as a part of the entire eastern milk marketing problem.

Entertainment for the meeting was provided by Dudley W. Winter, Inter-State fieldman, with his magical tricks; by the Woodstown High School band and by Jos. Pettit, Jr., who gave a harmonica solo.

All we can do is to make the best of each day.
—Eddie Cantor

Prices Paid for 4.0% Milk By Philadelphia Dealers February, 1940, f.o.b. city plant

Abbotts Dairies.....	2.34
Baldwin Dairies.....	2.47
Breuninger.....	2.69
Wm. Engel Dairy.....	2.78
Frankford Dairies.....	
Gross Dairy.....	2.59
Harbison Dairy.....	2.60
Missimer.....	2.55
Scott-Powell.....	2.55
Supplee-Wills-Jones.....	2.41
Sypherd Dairies.....	2.77

South Jersey Prices

F. o. b. farm per cwt. of 3.5% milk.			
	Class I	Class II	Class III
February	\$2.85	\$1.80	\$1.18
March	2.85	1.80	1.14

The price of 4% milk of each class is 20 cents more per hundred pounds than the price of 3.5% milk.

Supplementary Notes to Price Table on Page 7

All price schedules at Pennsylvania markets are set by official orders of the Pennsylvania Milk Control Commission and are based on milk containing 4.0% butterfat. (Prices in the Huntingdon, Mt. Union and Tyrone markets, as set forth in Order 48, effective February 16, 1940, are based on 3.5% milk but in order to obtain uniformity in these compilations, the butterfat differentials have been added so as to obtain the price of 4% milk which is here reported.)

Class III Prices—4.0% Milk

MARKET	FEBRUARY	MARCH
All Penna. Markets	\$1.23	\$1.19
Md. & Del. Stations	*1.24	1.20
Wilmington	*1.24	1.20

*Incorrectly reported in March issue of Review as \$1.23.

Average price 92-score butter at New York: Cents Per Pound

	First Half	Last Half	Monthly
February	30.35	28.75	29.59
March	28.73	28.50	28.62

The February average price (in bold face type) is the weighted average price paid by the dealer indicated, according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The prices quoted as the average prices paid do not include any bonuses or premiums which may be earned by the producer.

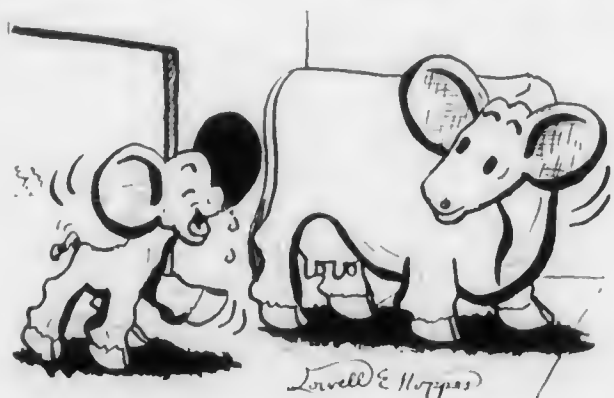
The butterfat differential on Class I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (0.1%) of butterfat more or less than 4.0%.

The price schedule as given f. o. b. any particular market applies to all fluid milk dealers in that market.

"Why does a clock run?"

"You would too if you had ticks!"

—Penn State Froth.



"Howdy, Mom!—How about me refuelin'?"

Classification Percentages—February, 1940

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	Bonus to "A" Producers
Abbotts Dairies "A"	65.9	3.3	30.8	
"B"	61.7	7.5	30.8	
Baldwin Dairies "A"	79	14	7	
"B"	66	19	15	
Blue Hen Farms	63.7	10.4	25.9	
Breuninger Dairies	79	17	4	
Clover Dairy Co.	70.61	11.8	17.59	53% of Prod.
Delchester Farms	59	41		
Eachus Dairies	84	9	7	
Engel Dairy	87.47	4.47	8.06	73.4% of Prod.
Fraims Dairies	76.69	12.45	10.86	
Gross Dairies	70	30		
Harbison Dairies	75	12	13	79% of Class I
Hernig, Peter	34	66		
Hoffman Dairy (Hunt.)	42.5	7.1	50.4	
Keith's Dairy			*85	
Martin Century Farms	x84.64	x15.36		72.98% Prod.
Missimer Dairies	67.49	32.51		
Mt. Union Sanitary Dairy	92	8		
Nelson Dairy	60	23	17	
Pebble Hill Farm Dairy	70	30		
Penn Cress Ice Cream Co.	50.5	3.2	46.3	
Scott-Powell Dairies	69	26	5	78% of Prod.
Stegmeier, Clayton	63.5	4.5	32	
Supplee-Wills-Jones	60.08	28.9	11.02	83.22% of Cl. I
Swavely, H. R., Dairy	50	20	30	
Sypherd's Dairy	83.6	12.9	3.5	
Turner & Wescott	70	30		
Walnut Bank Farms	79.06	10.28	10.66	
Waple Dairy	77.2	8.9	13.9	
Wawa Dairies	72	15	13	
Williamsburg Dairy	1-15 96	4		
	16-29 95	5		

NEW JERSEY (Percentages of Norm.)

	Norm	Cream	Excess
Abbotts Dairies "A"	87	13	Balance
"B"	88.5	11.5	Balance
Castanea Dairy "A"	87	Balance	88% of Ex.
"B"	80		88% of Ex.
Scott-Powell "A"	z70.2	29.8	Balance
"B"	100		Balance
Supplee-Wills-Jones	100		Balance

* Percentage of each producer's individual base.

x Paid in February, Class I, 68.82% at \$2.79; 15.82% at \$2.98; Class II, 12.49% at \$1.63, and 2.87% at \$1.67 (Prices of 4% Grade "B" milk f.o.b. Lansdale.)

z "A" bonus paid on 56.9% of norm.

Feed Price Summary for March, 1940

Compiled by the Inter-State Milk Producers' Cooperative, Inc.
from data supplied by a selected list of feed dealers.

Ingredients	March 1940 (\$ per T.)	February 1940 (\$ per T.)	March 1939 (\$ per T.)	% Change Mar., 1940 compared with Feb., 1940	% Change Mar., 1939 compared with Feb., 1940
Wheat Bran	33.28	32.39	29.48	+2.75	+12.89
Cottonseed Meal 41%	42.99	42.14	35.03	+2.02	+22.72
Gluten Feed 23%	32.86	34.26	27.05	-4.09	+21.48
Linseed Meal 34%	43.23	43.66	49.33	-98	-12.37
Corn Meal	32.41	32.42	28.51	-03	+13.68
Mixed Dairy Rations 16%	33.72	35.56	30.94	-5.17	+8.99
	24%	39.52	41.44	-4.63	+10.11
	32%	42.44	42.80	-84	+10.49
Brewer's Grains	34.49	35.16	26.71	-1.91	+29.13

There's always a voice saying the right thing to you somewhere, if you'll listen for it.—Thomas Hughes

He who follows another is always behind.

Men:—Are you interested in a better, sounder agriculture? "Dad" Dennis' article on page 9 points the way.

Paste these words in front of you on your windshield—"What has not happened to me in more than ten years of driving—can happen in less than ten seconds."

Prices 4% Grade "B" Milk (Prices quoted are f. o. b. delivery point)

February Averages and February and March Schedules. (Explanatory Notes at bottom of page and on Page 6, Column 1.)

Dealer	Delivery Point	Average Price in February	Class I Price Feb. & Mar.	Class II Price February	March
Philadelphia Dealers	Philadelphia, Pa.	see page 6	\$2.98	\$1.67	\$1.62
Abbotts Dairies, Inc.	Coudersport, Pa.	1.97	2.38	1.59	1.54
"	Curryville, Pa.	2.02	2.47	1.60	1.55
"	Easton, Md.	2.08	2.56	1.54	1.50
"	Goshen, Pa.	2.17	2.63	1.62	1.57
"	Kelton, Pa.	2.18	2.65	1.63	1.58
"	Oxford, Pa.	2.18	2.65	1.63	1.58
"	Port Allegany, Pa.	1.97	2.38	1.59	1.54
"	Spring Creek, Pa.	1.94	2.34	1.58	1.53
Avondale Farms	Bethlehem, Pa.	1.94 1.85	2.85	1.52	1.47
Blue Hen Farms	Wilmington, Del.	2.27	2.77	1.74	1.70
Breuninger Dairies	Richlandtown, Pa.	2.39	2.62	1.62	1.57
Centerville Producers' Co-op.	Centerville, Md.	2.50			
Clover Dairy Company	Wilmington, Del.	2.38	2.77	1.74	1.70
Delchester Farms	Edgemont, Pa.	2.44	2.98	1.67	1.62
Duncan's Dairy	Springfield, Pa.	2.60	2.98	1.67	1.62
Eachus Dairy	West Chester, Pa.	2.70	2.85	1.52	1.47
Fraims Dairies	Wilmington, Del.	2.47	2.77	1.74	1.70
Harbison Dairies	Brandtsville, Pa.	2.32	2.62	1.62	1.57
"	Byers, Pa.	2.32	2.62	1.62	1.57
"	Carlisle, Pa.	2.32	2.62	1.62	1.57
"	Hurlock, Md.	2.27	2.56	1.54	1.50
"	Kimberton, Pa.	2.32	2.62	1.62	1.57
"	Massey, Md.	2.28	2.58	1.54	1.50
"	Millville, Pa.	2.23	2.50	1.61	1.56
"	Sudlersville, Md.	2.28	2.58	1.54	1.50
Harshbarger, J. E.	Altoona, Pa.		2.96	1.52	1.47
Hernig, Peter	Boiling Springs, Pa.	1.95	2.58	1.62	1.57
Hershey Creamery	Greencastle, Pa.	1.95			
Highland Dairy Co.	Doe Run, Pa.	2.33	2.85	1.52	1.47
Hoffman's Dairy	Bedford, Pa.	1.80	2.58	1.52	1.47
"	Huntingdon, Pa.	2.06	2.70	1.61	1.60
Johnson, J. Ward	Woodlyn, Pa.	2.60	2.98	1.67	1.62
Keith's Dairy	Altoona, Pa.		2.96	1.52	1.47
Martin Century Farms	Lansdale, Pa.	2.64	2.98	1.67	1.62
Miller-Flounders	Chester, Pa.	2.60	2.98	1.67	1.62
Mount Union Sanitary Milk Co.	Mt. Union, Pa.	2.55 2.66	2.70	1.61	1.60
Nelson Dairy	Jeffersonville, Pa.	2.32	2.98	1.67	1.62
Pebble Hill Dairy	Doylestown, Pa.	2.59	2.98	1.67	1.62
Penn Cress Ice Cream Co.	Cresson, Pa.	2.27	2.96	1.52	1.47
Scott-Powell Dairies	Clayton, Del.	2.26	2.60	1.54	1.50
"	New Holland, Pa.	2.32	2.66	1.63	1.58
"	Pottstown, Pa.	2.36	2.71	1.63	1.58
"	Snow Hill, Md.	2.15	2.44	1.54	1.50
Sheffield Condensed Milk Co.	Rising Sun, Md.	2.18			
Stegmeier, Clayton	Tamaqua, Pa.	2.44	2.96	1.52	1.47
Supplee-Wills-Jones	Bedford, Pa.	2.08	2.47	1.60	1.55
"	Chambersburg, Pa.	2.13	2.55	1.61	1.56
"	Hagerstown, Md.	2.08	2.49	1.54	1.50
"	Harrington, Del.	2.13	2.58	1.54	1.50
"	Huntingdon, Pa.	2.12	2.53	1.61	1.56
"	Leaman Place, Pa.	2.21	2.67	1.63	1.58
"	Lewistown, Pa.	2.13	2.55	1.61	1.56
"	Mercersburg, Pa.	2.13	2.55	1.61	1.56
"	Mt. Pleasant, Del.	2.13	2.58	1.54	1.50
"	Nassau, Del.	2.11	2.55	1.54	1.50
"	Princess Anne, Md.	2.07	2.47	1.54	1.50
"	Townsend, Del.	2.13	2.58	1.54	1.50
"	Waynesboro, Pa.	2.13	2.55	1.61	1.56
"	Worton, Md.	2.13	2.58	1.54	1.50
Swavely, H. R., Dairy	Pottstown, Pa.	2.10			
Sylvan Seal (Del. only)	F. O. B. Farm	2.10			
Tri-County Dairy	Honey Brook, Pa.	2.36			
Turner & Wescott	Glen Roy, Pa.	2.34	2.65	1.63	1.58
Walnut Bank Farms	Quakertown, Pa.	2.57	2.98	1.67	1.62
Waple Dairies	Tyrone, Pa.	*2.40	2.70	1.61	1.60
Wawa Dairy Farms, Inc.	Wawa, Pa.	2.35	2.98	1.67	1.62

* The amount paid on account was equivalent to this price.

°Class I price of \$2.85 per cwt. of 4% milk effective Feb. 1-15.

† A Class I-A price of \$2.20 per cwt. of 4% milk applies in these markets.

°°Class II price of \$1.56 per cwt. of 4% milk effective Feb. 1-15.

Secondary Markets

LANCASTER

At the monthly meeting of the Lancaster Executive Committee on March 25, Market Manager C. E. Cowan reported on recent developments in the local situation. He stated that the supply of milk is greater than at this time a year ago.

The Committee discussed further the need for a program to increase consumption, both as a health measure and as a means of increasing returns to farmers.

Mr. Cowan also reported on the meeting of the Metropolitan Cooperative Milk Producers' Bargaining Agency, which was held in Syracuse late in February, and Committee-man Walter E. Herr reported on the milk hearing in New York held on February 29.

It was stated that a new order covering the New York market is being prepared and as soon as it is available local meetings of producers, a part of whose milk goes to New York, will be held for a thorough discussion of the order. All producers affected are urged to attend.

TRENTON

Although norms in the Trenton market were reduced approximately 10 percent on January 1, the supply of milk has remained ample, with production well above the fluid needs of the market. Some producers are vealing additional calves in order to use up their excess milk, and it is urged that this or similar plans be utilized more extensively, thus helping preserve a good milk market. It is also suggested that disposing of a boarder cow or two from each herd will help the situation.

Prices of feed and roughage are high and many barns are empty or nearly so.

The Trenton committee presented a brief at the Milk Control Board hearing on March 29.

The Market Committee meets the last Wednesday of each month and the market manager is in his office at 19 West State Street each Tuesday morning.

SOUTH JERSEY

The South Jersey Inter-State Milk Marketing Committee met in regular monthly meeting at Woodbury on the afternoon of March 19, with a full attendance.

A proposed change in the by-laws which will more nearly meet the present conditions of this market

was discussed and approved. Market conditions were discussed in full, including the call for the Milk Control Board hearing on prices in Trenton on March 29th. A committee consisting of F. R. Ealy, manager, C. Harold Joyce and J. Willard Gardiner was appointed to confer with a similar committee from the Trenton market in preparation of briefs for the hearing.

The entire advisory committee met that evening with an attendance of 24 members. Market conditions throughout the entire territory were discussed by I. Ralph Zollers, followed by a general discussion on problems applying to the South Jersey market.

The advisory committee elected the following to serve as an Executive Committee for the ensuing year: Frank Pettit, Woodstown; A. L. Stafford, Bridgeton; J. Willard Gardiner, Mullica Hill; and C. Harold Joyce, Medford.

The committee then elected Arthur Waddington, Woodstown, as secretary.

WILMINGTON

The Wilmington milk market committee met at Glasgow on the evening of March 28. A thorough discussion of the situation in this market revealed that the supply of milk is steadily increasing. Reports from the larger dairies revealed that, with slightly fewer producers than a year ago, they are receiving considerably more milk.

Manager Floyd R. Ealy urges all members to be particularly careful regarding "garlicky milk" during the next several weeks. Past history of the market shows that many shippers suffer big losses at this time of year because of milk being rejected for this cause. Your manager will do everything he can to help members in overcoming or correcting trouble from garlic. A letter or a phone call (2-7464) to the Wilmington Dairy Supply Store will be brought to his attention.

The committee, at this meeting, also seriously considered a milk advertising program for the Wilmington market. They are approaching the Wilmington dealers with a proposal that they cooperate either in a local program or to work again with the Philadelphia Dairy Council on a Wilmington area program.

"When I looked out of the window, John, I was glad to see you playing with Bill."

"I wasn't playing with Bill, Mother. We had a fight, and I was helping him to find his teeth."



This rock garden with its spring flowers is a beauty spot on the Geo. Tindall farm, near Trenton, N. J. Miss A. Lillian Tindall, 4-H club member, submitted the picture.

A butcher's bright idea may revolutionize debt-collecting. William Webb put this notice in his store window:

"This business has been compelled to close owing to bad debts. A list will shortly be shown giving the names and amounts owing."

Right away the money began rolling in. Trade organizations are studying the possibilities of the new system.

Former Resident: "Well, everything in the old town seems the same. But what became of the Smith boys? They always seemed such bright lads."

Native (with a sigh): "They both turned out bad. John's bin sent to the reformatory an' Bill's learnin' the printin' trade."

Report of the Field and Test Department, Inter-State Milk Producers' Cooperative.

The following statistics show the operations of the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work during February, 1940.

Farm Calls.....	1079
Non-Farm Calls.....	303
Butterfat Tests.....	3746
Plants Investigated (first half Feb.)	23
(second half Feb.)	18
Herd Samples Tested.....	352
Brom Thymol Tests.....	248
Microscopic Tests.....	7
Gravity Tests.....	14
Membership Solicitations.....	141
New Members Signed.....	27
Local Meetings.....	4
Attendance.....	220
District Meetings.....	14
Attendance.....	1705
Committee Meetings.....	18
Attendance.....	263
Other Meetings.....	25
Attendance.....	1984

Fundamentals of Cooperation

By WILLIAM V. DENNIS, Pennsylvania State College

WE hardly need to be reminded that we are in the midst of very difficult times. Nor is it necessary for one to present the dark and sombre details of the twilight that has settled over Western civilization. Prophets of doom are numerous and persistent. By the impact of a multitude of changes we have been torn loose from the old standards and ideals. We have become confused; we have lost our way. Yet, in spite of all the hideous evidences of world wide disorganization, in spite of the apparent hopelessness overshadowing men, there comes from courageous souls this challenge: we do not have to go down to defeat! There is a way out!

The way out into a better tomorrow lies along the path of united action. Whatever tomorrow may be, if it is to be a period worth living in, it must be motivated by a spirit of mutual good will and mutual aid. United action may be secured in at least two ways: by compulsion from without, and by inner compulsions arising within the individual from factors based on understanding and sympathy. The first way is that of dictatorship; the second is cooperation. . . . Our choice must be made.

The Happiest Road

By all odds the freest and happiest road into a better tomorrow is that of cooperative endeavor motivated from within and guided by principles that lead to stability and satisfaction. Cooperative endeavor has three important aspects: The first of these is *machinery* (organization); the second deals with the *principles* of cooperation; and the third is the *cooperating spirit*, which is the real dynamic of true cooperation.

Most cooperative effort in the United States has been devoted to and is still being exerted in behalf of the machinery of cooperation. We have been primarily concerned with the problems incident to organization, maintenance and activity. In recent years the more successful cooperative associations among farmers have made good use of the principles of cooperation as applied to business management and administration. But the third, and vital factor from the standpoint of the long view, has been considered very little and sometimes not at all.

To one acquainted with the history of American agriculture this emphasis on machinery and this

This summary of the talk delivered by Dr. Wm. V. Dennis, of Pennsylvania State College, before the annual meeting of the Inter-State Milk Producers' Association in 1934 applies with equal force and effect today. It is worth reading and re-reading.

ignoring of the dynamic factor of cooperation is at least understandable. Farming with us has been, and still is, a highly competitive industry. Salvation according to our practices is to be won by financial success; we have ceased to stress salvation by character.

In this competitive struggle the lone farmer discovered that he was becoming increasingly helpless. Organized forces in transportation, industry, commerce and banking were more than he could cope with alone. As a last resort, very often

In organizing cooperatives we have computed strength in terms of bushels of apples, baskets of mushrooms, cases of eggs, or in number of cows. In milk cooperatives, leaders have focused attention almost exclusively upon market control, production control, quality control; in terms of machinery, of rules, of regulations, and of standards. Vital considerations, every one of them!

But back of all these, inextricably tied up with every one, are men, women, children; are human desires, needs, problems; human attitudes—the very forces that ultimately make or break every social organization of mankind. Our constitutions and by-laws say very little, indeed, about any of them. The administration of our cooperative associations appears to deal with these human factors but slightly, and at a distance. But it is men who make these associations. And in the final analysis it is what these men think, what they feel, and what they do that determine the collapse or the victorious advancement of every cooperative endeavor.

The Four C's of Cooperation

Comradeship

Conciliation

Confidence

Consecration

"Spirit" Is Most Important

Essential as they are, there is no real binding power in rules and regulations. Cash returns will never serve to cement into an organic whole the human units of a cooperative association. The cords that unite men are not woven of material strands. The vitalizing factor in cooperation is the cooperating spirit.

This cooperating spirit, which on the one hand furnishes the dynamic to drive men and on the other binds them together in a common endeavor, has four characteristics, the four C's of cooperation.

The first of these is Comradeship. Cooperation is not an individual matter. We need the other fellows to carry it on, and they need us. It is a shoulder to shoulder affair. Comradeship can develop only thru acquaintance, and by the growth of sympathetic understanding among persons, who thus become aware of the other fellow's needs and problems. Therefore meet together frequently; study your problems together, play together, build together

(Please turn to page 15)

Pasture Improvement Pays \$10 For \$1 Cost

Improved pastures are a 10 to 1 investment for farmers, says Fred V. Grau, crops specialist from Pennsylvania State College. Records show that for every dollar spent for lime, phosphate, and manure on pasture improvement the livestock or dairy farmer gets \$10 in return. That was true even last year when many pastures dried up.

In 47 demonstration pastures last year the net gain in favor of improvement was six tons of green grass per acre, equivalent to 1 1/2 tons of cured hay. The improved product contained 6 1/2 per cent more protein, equal to 740 pounds per acre.

When demonstrations severely injured by drouth and those suffering losses from cows eating the clippings are eliminated, the net gain in favor of improved pastures is 10 tons of green grass or 2 1/2 tons of cured hay. Protein content is 9.6 per cent more in the product from the improved pasture, equivalent to 1177 pounds per acre or the amount in nearly 3 tons of 20 per cent dairy feed or in 4 tons of choice alfalfa hay.

The annual cash cost of pasture improvement in 17 counties was about \$4 to \$4.50 an acre without manure and about \$6.40 with manure.

Lower Court Upholds "Consignment" Sales

The practice of sales on consignment which has been followed on a small scale in some sections of Pennsylvania has been upheld by the Dauphin county court. Under this practice a milk dealer signs a contract with a producer and agrees to take all of his milk, process and sell it, taking out whatever expenses this dealer may have and returning to the producer whatever may remain.

The opinion of this court was written by President Judge Wm. M. Hargest, in which he stated that (1) Consignment contracts are not within the jurisdiction of the Milk Control Act of 1937, and (2) The act does not vest in the commission power and authority to fix the prices which producers must receive for milk shipped to milk dealers under a consignment contract.

Judge Charles C. Greer, who also sat on the case, filed a dissenting opinion in which he upheld the right of the Control Commission to regulate prices regardless of such contracts.

According to the newspaper dispatches a spokesman for the Milk



Lloyd H. Ranck, Paradise, Pa., snapped this interesting picture of Washington Monument and the cherry trees with his mother's thirty-two year-old camera.

Control Commission stated that consignment contracts are "a bald evasion of the principle of milk control."

The suit under which this decision was rendered was brought by Clarence Green, trading as Green's Dairy, of York.

Special Milks Get No Special Favors

In a decision handed down by William H. Murray, a Justice of the New York Supreme Court, certain dealers handling, and producer groups selling, special milk have been found guilty of failure to comply with the marketing order regulating the Buffalo, N. Y., milk market. In his decision, Justice Murray said:

"As stated in brief of the defendants, the Guernsey Breeders' Cooperative are in the peculiar position of an 'eager volunteer defendant' against whom nobody has asserted any cause of action.

"The defendants have submitted a highly technical brief and for legal research, industry and work shows ability of the highest order. However, considering the history of the milk industry, and the intent of the legislature, this court is impatient and frankly so states to any technical defense, which does not go to the real merits of the problem."

In this case two milk handlers were named as defendants for failure to make payments to the producers' settlement fund. The Guernsey Breeders Cooperative became a party to the action by consent.

In answer to the original complaint the defendants stated that they were engaged in marketing a superior product, which therefore should not be included in the market-wide pool. On this point the Justice stated:

"It is apparent that the prices fixed by the order are minimum, not maximum, prices. There is nothing in the order which prevents a marketer from paying or a producer from demanding more than the minimum prices.

"If Guernsey milk has all the extra properties, qualities and goodness which is asserted, no limitation is placed upon the marketers from paying or the producers from charging as much as they care to do for their product."

In concluding his decision, Justice Murray said:

"It comes with ill grace it seems to this court for the defendants to assert the unconstitutionality of the law and Order No. 127 when it has received and is receiving the benefits of the law.

"Upon all the evidence in this case the conclusion is inescapable that judgment for the plaintiff must be and hereby is granted with costs."

Federal License Cancelled

The Federal milk marketing license which has been in effect in the New Bedford, Massachusetts, market since April 1, 1934, was suspended April 1, this year. It is reported that a higher price than that provided in the license has been effective there for some time, and also, that there is so little milk in inter-state commerce in that market there is not adequate basis for Federal regulation.

Officials of the Marketing Agreement Division of the United States Department of Agriculture stated that producer organizations in that market had developed to a point where they are now in a position to sell their milk advantageously without a marketing agreement. Producers have indicated they are no longer in need of the license.

The peddler knocked at the door and started his sales talk with the statement that "I'm out scratching for a living."

"Sorry but I don't itch," vowed the woman of the house as she slammed the door.

The world is blessed most by men who do things, and not by those who merely talk about them.

"My Louie, he ain't gettin' along so good . . ."



Dairy Council Pours Milk Into the Melting Pot!

By JEAN H. MACKEY

WE HEAR a lot nowadays about international relations, world brotherhood and the increasing nearness of frontier to frontier, but sometimes it takes the homeliest of examples to bring it home to us. A few nights ago your Dairy Council reporter planned to visit a Dairy Council play directed and acted in by Miss Myra Boucher of the Dairy Council staff. She arrived at the school auditorium early, found a seat well toward the front and listened with interest to the "melting pot" in action.

"Hello, Mrs. Goldman, I'm so glad to see you. I rang your door bell but you'd gone already. 'Shure an' there's a real nice crowd out tonight. I hear from Rose Marie there's to be a play even!"

"Yes, Mrs. Kelly, and my Abie is in it. It's in some foreign country—Sweden, I think. He has a costume—green and red."

"Here come Mrs. Schmidt. Sit here, Mrs. Schmidt. I guess you had to wait for the mister to close up the shop. How's business?"

"Ach, not so good. I brought you all a treat. It's a new kind of chewing gum we have in the store. I thought we'd try some tonight."

"Oh, Mrs. Goldman, there's that new one—Mrs. D'Lauro. I didn't think she'd come. Pretty, isn't she? My Dolly says her little girl is real cute and smart as anything. We should talk to her during the refreshments. I want to talk to Mrs. Wright too—she's Louie's teacher. My Louie, he ain't gettin' along so good. Sammy, yes, and Dolly, yes, but not Louie. He's one Micky Mouse, always into something."

"Well, he's but a young one, Mrs. Feinman. Don't expect too much of the kids. Think how they have to study. An' so complicated, too. I never could have done it myself."

"Mrs. Schmidt, will you loan me that recipe you have for the milk biscuits? I was thinking I'd make some tomorrow. I can't get my Anna to eat bread and I thought maybe the biscuits . . ."

"An' if you ever want to be tastin' something good Mrs. Goldman, try the spaghetti the way Mrs. Ravioni will tell you. My children

are just that crazy about it Oh, here comes Mr. Goldman. I guess the meeting is ready to start."

Your reporter was just dying to turn around and identify the voices behind her, but she didn't dare for with the singing of "America", the Parent-Teacher meeting was under way. Mr. Anberg, the president of the organization, spoke briefly, then introduced the District Superintendent of Schools who informed his predominantly Jewish audience that this was the first time for many a long year that St. Patrick's Day fell on Palm Sunday—this fact of mixed implications was greeted with



loud clapping! Even greater applause however was the lot of a little Irish girl who rendered "Come Back to Erin" in a touching if somewhat faltering, soprano. Her father, seated nervously on the front row, relaxed noticeably after it was over. Next on the program was an Irish jig danced in a sprightly manner by a little Russian girl and Rebecca Goldberg!

After the election of a downright American "Brown" as the new President, the meeting proceeded. One of the teacher's explained a new system of marking then answered several question put to her in several different American dialects! Next, the speaker of the evening was introduced—a Catholic priest presented by Mr. Feinman and received with applause. The audience liked

him; the row behind me was especially taken by his wit and cleverness. Mrs. Goldman leaned past Mrs. Kelly and told Mrs. Schmidt how much he reminded her of a certain Rabbi.

"Rainbows in Sweden" said Mr. Abel, "a play produced under the auspices of the Philadelphia Dairy Council, will be next on the program." Mothers and fathers sat up and looked around and smiled at each other, for proud as can be were the parents of Abie and Isaac, of Kathleen and Tim, of Adolf and Joanna, and Carlotta and Emilio. The play was the simple little story of a delicate girl who went to Sweden

and learned, besides other things, the value of several glasses of milk a day. There were two folk dances in it which were rather more vigorously performed, but the children liked it and every parent beamed. Mrs. Goldman received "queen-like" the congratulations on Abie's fine performance. For

her, the evening was a grand success.

Refreshments were served and, as the gathering started to break up, we overheard Mrs. Kelly saying, "You know, Mrs. Schmidt, I've been thinking about my Rose Marie. She's so thin. Just like that little one in the play. I wonder if milk would help her? She gets it on her cereal, but maybe that's not enough. I think I'll just be going back and saying a word to this Dairy Council lady."

"That's right, Mrs. Kelly. Now take my little Adolf, he was a puny kleinschen when he was the same age. But I have been giving him the milk—as much as he would drink. Look at him now. Him or his appetite—I can't tell which is the bigger! Go ahead, Mrs. Goldman and I will

(Please turn to page 14)

Why Butterfat Tests Vary

MUCH has been written as to why the fat test of milk varies. Even so there is still much misunderstanding on this subject.

It is well known that the breed of cow is an important factor in the fat test of milk. Equally important is the individuality of the animal, cows of the same breed frequently showing wide variations in their normal fat test under identical conditions. There is, in fact, more variation among cows of the same breed than there is among breeds.

A few of the important variable factors which affect milk tests follow:

Condition of Cow at Time of Calving—The fatter the cow at time of calving, the richer will be the milk for a short time. During the early part of the lactation period the excess body fat will be milked off and the fat percentage in the milk will return to normal. Even when the cow is in poor flesh at freshening, the fat test of the milk will be slightly higher than normal. This high fat test, however, will not continue as long as if the cow were in high condition. If the majority of the cows freshen at about the same time, and are in good condition, the

average test of the herd will be higher than normal for a few weeks.

Stage of Lactation—The fat test of milk varies with the stage of lactation. This variation may be as low as 0.5% or even more than 1%.

During a normal lactation period, the milk tests lower in the early middle period than at the very beginning or at the end of lactation. After about the fourth or fifth month the fat percentage increases as lactation progresses. Milk from a herd composed largely of strippers will test higher than that from the same herd earlier in the lactation period.

Time of Year—There is a decrease in fat content during the warmer months of the year and an increase during the colder months. The tests are generally lowest in June and July and highest in December and January. The low fat percentage in the spring and early summer is thought to be due to a combination of the higher temperature and the higher humidity rather than to the turning of the cows out to pasture. The variation in the fat content due to seasonal changes is more pronounced when the cows freshen in early spring.

This is true because the cows will be in their lowest testing period of lactation when the depression due to the high heat and high humidity of summer arrives.

Completeness of Milking—The percentage of fat will vary to a marked extent if the udder is not milked completely dry. The first portion of milk drawn is considerably lower in fat than the last portion. Since the last few strippings contain a high percentage of fat, they exert a marked influence upon the fat test of the entire milking. It has been observed frequently that when the Dairy Herd Improvement Association's tester is present extra effort is made to get those "last few strippings" which are so rich in butterfat.

Manner of Milking—When the milking is done carelessly, or in a manner irritating to the cow, the maximum flow of milk is not secured. This decreased milk yield usually results in a lower fat test. The use of a milking machine would seem to have no appreciable effect upon the fat test of the milk. Hurrying through the milking process results in a lower fat test chiefly because of incomplete milking.

Weather—When the cows are exposed to extreme weather conditions the fat test will vary. When the temperature rises, the fat content tends to decrease, and conversely, when the temperature declines, the fat content tends to increase. During cool, clear weather, the fat test is more uniform. Storms have no effect upon the fat content of milk when the cows are well sheltered.

A few other factors also influence the fat test, usually for only a short time, such as the interval between milkings, changes in feed, excitement and exercise.

Then too, it is well known that every once in a while a sudden increase or sudden drop in fat test occurs for which no good reason can be found.

Traveler: "Porter, why is the engineer blowing those long drawn out blasts of the whistle?"

Porter George: "Guess dat's the startin' whistle fo' de race to de crossin', suh."

Politician (to railroad superintendent): "Can't you give my friend a job on your railroad?"

Superintendent: "But he can't speak English."

Politician: "Well, then, give him a job calling out trains."

Science Reaffirms the Superiority of Butterfat

Butter fat has a "something" that other fats cannot claim—a "something" which produces better growth and better health than other fats which have been tested.

The National Dairy Council reports that new research has added a vital chapter to the present knowledge of fats as human food. Nature has devised a product, milk fat or butter fat, which is made of "secret" ingredients combined by a "secret" formula. Dr. E. B. Hart and fellow scientists at the University of Wisconsin have demonstrated what this product can do that others cannot do but no one has been able to put his fingers on the exact ingredient which produces these results.

These scientists in their recent experiments have shown that butter fat is a better food than certain vegetable oils even when the oils were supplemented with the vitamins found in butter fat.

Animals were fed skimmed milk with added butter fat, corn oil, coconut oil, cottonseed oil, or soybean oil. All of the known vitamins of butter fat were included in each diet in equal amounts. Those animals on the butter fat grew better

than the animals fed vegetable oils, were sleeker in appearance, and produced more and healthier young. The experiments have been repeated several times and all phases of nutrition were carefully considered—with the same results: Butter fat does the best job for both young and old.

This newly discovered attribute of butter fat adds one more factor to the already incomparable contributions of this important dairy product, points out the National Dairy Council. Butter is the only food fat in which the important vitamin A occurs naturally in significant amounts. And, scientists agree that vitamin A is needed at all ages. None will deny, either, that butter has an inimitable flavor—and good flavor promotes good digestion.

Butter for the home may be regarded conservatively as a good health investment. The infinite returns may be figured in terms of economy—rich returns from money expended; vitamin content—reliable and stable; food fat—satisfying, yet easy to digest; flavor—"rich," inimitable.

Electric Fences Must Be Properly Installed

Pennsylvania farmers have been particularly fortunate in that no loss of human life has been reported from electric fences, according to John R. Haswell, Professor of Agricultural Engineering at Pennsylvania State College. Most of the fences are either battery operated or, if connected to high line service, are of recognized, well-tested manufacture.

Livestock has been killed through the use of cheaply made controllers or by connecting the light wire directly to the fence with possibly just a lamp to reduce the current, he states. A small lamp may let many times more current through than required to kill a man. The larger the lamp the greater the risk. A controller that intercepts the current is necessary to prevent "freezing" to the wire. Lamps do not do this.

The cheaper units do not provide for lightning protection. House wiring has been damaged by lightning that came in off the fence. Lightning may also damage the cheaper controllers so that the full uninterrupted house current will be applied to the wire.

Wisconsin has established safety standards for all electric fences that may be legally used in that state. So far no deaths have been reported from such approved devices. According to Professor Haswell, one of the requirements is a ground at the controller that prevents a breakdown from charging the wire too highly.

Most of the tragic deaths in other states have been children and young people. Shocks that men could barely feel knocked over one child. What may be amply safe on a dry day may kill on a wet one. It does not pay to take chances to save a few dollars.

Soybeans, Sudan Grass Provide Summer Feeds

What to do when pastures go short?

"Green soybeans are one of the most popular green feeds where a crop is desired that can be cut daily and hauled to the barn for feeding," says Professor R. I. Olmstead of the Dairy Department of Pennsylvania State College. "Soybeans are high in protein and allow reduction of grain feeding during the latter part of July, August, and early September when pastures are frequently short."

For dairymen desiring an emergency pasture into which the cows can be turned, sudan grass is suggested. It furnishes a large amount of feed per acre and becomes avail-



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able at a time when summer pastures are often inadequate.

Where dairymen have more hay than is necessary for winter feed, the green grass or legumes may be ensiled and fed during the summer. This system works well on farms having only one silo.

Cooling Milk Retards Growth of Bacteria

Most milk plants demand that the milk they receive have a temperature below 60 degrees Fahrenheit and a minimum bacteria count when it arrives at the platform, explains I. E. Parkin, dairy extension specialist from Pennsylvania State College.

An experiment at the Illinois Experiment Station revealed that there was no increase in bacteria in milk held at 40 degrees Fahrenheit for 12 hours. Milk held for the same time at other temperatures showed the following: at 50 degrees, the increase was very slight; at 60 degrees, each bacterium produced 15 new ones; at 70 degrees, each bacterium had produced 700 new ones; and at 80 degrees, each bacterium had produced 3000 new ones. This experiment proves conclusively that milk needs to be cooled below 60 degrees Fahrenheit, and for practically complete protection it should be below 50 degrees.

CASH PRIZES FOR PICTURES

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PRIZES: \$5.00 if picture is used on front page. \$1.00 if used on inside page.

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Clear, sharp outlines, attractive background. Farm subject that will interest others on its merits.

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You may talk of signs of weather,
Of coming days you may sing;
But when you sit on a good sharp tack,
It's a sign of an early spring.

Dairy Situation Firm

WITH STORAGE supplies of butter and American cheese below normal there has developed some optimism in the dairy products markets. The supply of butter in storage on March 1 was 18,000,000 pounds, a reduction of 74,000,000 from a year earlier, and is the smallest March 1 supply since 1936. Supplies in storage in the 10 leading markets had been reduced to 6,000,000 pounds by March 26.

Cheese storage supplies are also below a year ago. The March 1 figure for all cheese was 82,000,000 pounds, while a year ago 91,000,000 pounds were in storage.

Butter prices show considerably more strength than a year ago, due mostly, no doubt, to the improved storage situation. The low price in March this year, for 92-score butter at New York, was 28.50 cents, while a year ago it dropped to 22 cents on March 13. The monthly average in March a year ago was 24.3 cents and this year the average was 28.62. This difference is worth approximately 17 cents per hundred pounds of Class III milk and about 21 cents per hundred pounds of Class II milk.

Fluid milk prices throughout the country appeared to hold up well during March, according to the Fluid Milk Market Report of the United States Department of Agriculture. This report says, "Fluid milk markets this March are characterized by a moderately steady tone and relatively few price changes. This is in rather marked contrast to March last year, when increasing milk supplies and a lagging demand resulted in decreases in both Class I and retail prices in numerous markets."

Prices in the principal eastern markets remain unchanged but in the middle West a decrease of 30 cents per hundred pounds on Class I milk was reported for Canton, Ohio, accompanied by a retail price decrease of 1 cent per quart. Retail prices went up 1/2-cent at St. Louis, with no change in producer prices.

Fluid milk consumption in 136 reporting markets in the United States continued to show gains over a year ago, according to the Milk Industry Foundation report for February sales, which says, "Daily average sales of fluid milk during February increased 2.48 percent over the same period a year ago. In February daily average sales totaled 6,552,002 quarts compared with 6,393,439 quarts in February, 1939.

For those same markets, milk company payrolls showed an increase of 1.87 percent and an employment decrease of .80 of 1 percent compared with February, 1939."

Evaporated milk stocks in manufacturers' hands showed a smaller seasonal reduction during February than in any February since 1927. Production during that month is estimated at 170,000,000 pounds, an increase of 22 percent over a year ago. Prices paid producers by evaporators averaged \$1.45 per hundred pounds in February, which is 27 cents higher than a year ago but 5 cents lower than in January.

Cream prices in the Philadelphia market have shown some weakness but are somewhat higher than a year ago. Cream approved for Pennsylvania, New Jersey, Newark and Lower Merion Township was quoted at an average of \$12.75 per 40-quart can of 40 percent cream during the week ending March 23. In terms of 4 percent milk equivalent this means that milk used for cream was worth \$1.55 per hundred pounds, not considering manufacturing costs. Cream approved for Pennsylvania only and for Newark and New Jersey averaged \$12.50 per can, equivalent to \$1.51 per hundred pounds of 4 percent milk.

Butter production in February was reported as 125,000,000 pounds for the country as a whole, a slight increase over a year ago but on a daily basis there was actually a slight decrease due to the extra day in February this year. Except for 1939 and 1933 this was the highest February butter production on record.

American cheese production totaled 32,000,000 pounds during the same month, which was 18 percent greater than a year ago and tops the previous February record established in 1938 by 7 percent.

Milk production for the country as a whole averaged about the same per day as in February, 1939, but with an extra day, total February production was 3 percent higher. Production in March was expected to exceed a year ago by about 2 to 3 percent but due to the abnormal weather this may have been less.

Number of milk cows (estimated) on farms is about 1 percent higher than in 1939 and is increasing at a rate slightly greater than the rate of population growth.

Milk production per capita in 1940, according to the Agricultural Marketing Service, would probably average as high as in any recent year. The same service estimates the 1939 production at 849 pounds

per capita, with a low since 1925 of 817 pounds, which was experienced in 1935, and a high of 855 pounds in 1933.

It is believed that the better prices of dairy products, combined with an increase in cow numbers, will contribute to this relatively high production.

Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	28 1/2-29	28 1/2	27 1/4
2	28 1/2-29	28 1/2	28
4	28 1/2-29	28 1/2	28
5	29 1/4-29 1/2	29	28 1/4
6	29-29 1/2	29	28 1/4
7	28 1/2-29 1/4	28 1/2	28
8	28 1/2-29	28 1/2	28
9	28 1/2-29	28 1/2	28
11	28 1/2-29	28 1/2	28
12	28 1/2-29 1/4	28 1/2	28
13	28 1/2-29 1/4	28 1/2	28
14	29-29 1/2	29	28
15	29-29 1/2	29	28
16	28 1/2-29	28 1/2	28
18	28 1/2-29	28 1/2	28
19	28 1/2-29	28 1/2	28
20	28 1/2-29	28 1/2	28
21	28 1/2-29	28 1/2	28
22	28 1/2-29	28 1/2	28
23	28 1/2-29	28 1/2	28
25	28 1/2-29	28 1/2	28
26	28 1/2-29	28 1/2	28
27	28 1/2-29	28 1/2	28
28	28 1/2-29	28 1/2	28 1/4
29	28 1/2-29	28 1/2	28 1/4
30	28 1/2-29	28 1/2	28
Average	28.87	28.62	28.03
Feb. '40	29.91	29.59	29.03
Mar. '39	24.59	24.30	23.74

Dairy Council Pours Milk Into the Melting Pot!

(Continued from page 11)

wait, too. She has to get her Abie out of his costume."

Philadelphia, 1940—News abroad: War and destruction. Nation after nation disappearing; spring, not a season, but a time for a new offensive! News at home: Parent Teachers' meeting. Neighbor beside neighbor, sharing recipes and remedies; encouraging and questioning. The Melting Pot of America in action. For here is the real frontier of today—here on the East coast where new citizens pour in from every country imaginable, —where they first learn to live "the American Way". And here on the frontier is the Dairy Council—pouring facts about milk into the melting pot, teaching willing, listening mothers and children the first rules of health and proper living, guiding them to better knowledge by the use of instruments such as "Rainbows in Sweden", a play as Mrs. Goldman said, "about some foreign country!"

The story of MILK is retold again.

Information clerk: "Madam, this train goes to Omaha and points West."

Madam: "Young man, I want a train to Oshkosh, and I don't care which way it points."

Fundamentals Of Cooperation

(Continued from page 9)

and as far as possible worship together. Realize comradeship.

The second characteristic is Conciliation. When a man is by himself he has a hard enough time to make a go of it; when two people come together they may with some difficulty agree; it is not so easy to get 20 people to agree; and when 20,000 people come into one organization, the possibility of all thinking alike or having the same ideas is beyond human achievement. We cannot get along in a cooperative association without a spirit of give-and-take. There never was a group of men elected to office who had sufficient knowledge of the truth or sufficient wisdom to make no mistakes. Management and men alike can learn from each other if there is this spirit of give-and-take on a comradely basis, rising to the stage where we are big enough to yield a little here and there to the other fellow, to surrender some of our rights at times, if it is necessary, for harmony and for the common good.

Confidence Is Essential

The third factor in the cooperative spirit is Confidence. Confidence in 1934? (Ed. note: or in 1940?) It is almost absurd to mention it. It is a word that, along with the word security, has almost disappeared from our vocabulary. Confidence? Faith? Faith in whom? Or in what? Everywhere over this nation are the tragic evidences of loss of faith in our leaders, financial, industrial, political, religious. We have almost lost faith in ourselves, in our power to do anything about the problems that threaten us. Roger Babson has said that this is the first depression in our history that men have faced without faith.

Right here, I believe, is the supreme challenge of the hour. We must have faith; faith in ourselves, in the finer possibilities within us; faith that we can hold on; faith that we can carry on; and more than all this, we must have faith in our fellow men. By having faith in common ordinary men, we elevate them out of the lower levels into something higher. And unless we have that faith as a part of this cooperating spirit we are never going to have a real cooperative association. We have got to have faith in men, faith in men's ability to work out their problems in cooperation. For, if we cannot do it together, we can never do it by working alone.

To have faith in our organization may be difficult, because it is made up of members just like ourselves, and we have not any too much faith in ourselves. We know our leaders

are human. But that kind of faith must come to management, as well as to the membership faith in our chosen leaders.

And finally this cooperating spirit can never be permanent nor lasting nor vital unless within it there is a faith in God. The power of God is among men, and a faith in God tends to build in men that stability of character on which in the last analysis all cooperating spirit is founded. It is not founded on the number of cows, or on any plan for distribution of surplus, or on contracts; it is founded on character.

Consecration, the Fourth "C"

The fourth phase of this cooperative spirit, the last C in the cooperative square, is Consecration. To establish securely among farmers true cooperation demands the persistent and self sacrificing devotion of men and women who vision its possibilities. We need in our cooperative associations women like Madam Curie who gave all her energies and finally her life to the study of radium in order to help mankind; men like Steenbock of Wisconsin, who refused \$2,000,000 for a vitamin discovery and turned it over to research for the welfare of humanity; men like Grenfel of Labrador and Kagawa of Japan. Only by the consecration of our time, our energies and our intelligence can cooperation prevail among the farmers of America.

Comradeship, Conciliation, Confidence, and Consecration—these are the fundamentals of cooperation. They have ever dominated and inspired the best cooperative leadership; they must, and soon, become the achievements of the rank and file.

Meeting Calendar

- April 16—South Jersey Inter-State Milk Marketing Committee—Woodbury, N. J.
- April 23—Altoona-Huntingdon Inter-State Milk Marketing Committee County Agent's Office, Hollidaysburg, Pa.
- April 24—Trenton Inter-State Milk Marketing Committee 19 W. State Street, Trenton, N. J.
- April 25—Wilmington Inter-State Milk Marketing Committee Newark, Del.
- August 19-21—1940 Penna. Country Life Conference—Newton Hamilton, Pa.
- October 12-19—National Dairy Show—Harrisburg, Pa.

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That man is sure to win who can command the situation instead of allowing the situation to control him. —Hollis Burke Frissell

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"I can type with two fingers, and I can swear!" —Michigan Gargole

1940 Prospects

European war has not stimulated—it has diminished—the export demand for farm products. United States exports of tobacco and fruits have been greatly reduced—exports of pork and lard are not up to the volume that would flow normally in a year of large production and low prices—export sales of cotton have been good but have declined recently—little wheat is going abroad. Principal effects of the war have been to increase domestic demand for farm products through increased industrial production in anticipation of war requirements. This has helped to support prices of some farm products and the income of farmers during recent months. The outlook is less propitious now that industrial production has declined. . . . There seems little in the picture now that would justify any expansion in farm production this year in excess of domestic-plus limited export-needs for food and fibres.—*The Agricultural Situation, March, 1940*

Keep Down Sediment—Sources and Prevention

It appears that suggestions for keeping sediment out of milk are in order at all times. The most frequent causes of unsatisfactory sediment tests include the following:

1. Cows not clean or hair on flanks and udders too long.
2. Udders not being wiped off immediately before milking.
3. Dust in barn due to feed or bedding.
4. Utensils exposed to dust.
5. Water containing silt used in washing utensils.

When sediment is due to most of these causes it is easily found and the means of correcting the trouble is obvious. Additional precautions to prevent sediment include:

1. Dry hand milking.
2. The use of good strainers, with a fresh strainer pad whenever the flow of milk through the strainer becomes slow.
3. Protection of the milk cans from dust when on the loading platform and on the truck.

When the cans, pails and strainers are rinsed before milking, it is recommended by many that a chlorine solution be used for this rinsing. It will destroy any bacteria present as well as remove free dust that may be in the utensil. The same solution is recommended for the wiping of the cows' flanks and udders before milking.

All things come to the other fellow while one sits down and waits.

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To raise the food to feed us all. They plan and toil and hope to gain A bountiful harvest in the Fall. They know the best reward for human toil Comes directly from the soil.

AMERICA—What makes you great? The hope of youth with willing hands; Young farmers instructed by the State To get nature's wealth from their lands. True Americans are always blessed By right to life and liberty and happiness.

—Norman Ratchford
Dedicated to Future Farmers at Farm Show, 1940



"Mother," said a little boy after coming from a walk, "I've seen a man who makes horses."

"Are you sure?" asked the mother. "Yes, he had a horse nearly finished when I saw him, he was just nailing on his back feet."

**End of
Volume**